

# **EXHIBIT C**

**ALDEN  
TORCH  
FINANCIAL**

August 28, 2020

Via Email and Federal Express

Francouer Senior Housing, LLC  
17 Parkview Terrace  
Somersworth, New Hampshire 03878  
dave@allrealestatenh.com

Re: Maple Street Senior Housing Limited Partnership (the "Partnership")

Dear Mr. Francouer,

We are writing on behalf of the Investor Limited Partners<sup>1</sup> in regards to the exercise by Francouer Senior Housing, LLC ("Francouer GP"), pursuant to Section 5.4D of the Agreement, of its option to purchase the Investor Limited Partners' Interests in the Partnership.

The Investor Limited Partners previously acknowledged receipt of Francouer GP's exercise of its option as well as Francouer GP's selection of Bergeron Commercial Appraisal ("Bergeron") as its appraiser. Pursuant to Section 5.4C(i)(a) of the Agreement, the Special Limited Partner further notified Francouer GP of its selection of Kinetic Valuation Group ("Kinetic") as its appraiser.

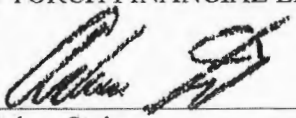
Pursuant to Section 5.4(c)(i)(b) of the Agreement, the Investor Limited Partners hereby notify Francouer GP that Kinetic's appraisal rendered the fair market value of the Apartment Complex as \$4,300,000. A copy of Kinetic's appraisal is attached hereto as Exhibit A.

As of the date of this letter, Bergeron's appraisal has not been circulated to the Investor Limited Partners. The Investor Limited Partners hereby request Bergeron's appraisal be circulated within five (5) business days of the date of this letter.

This letter is not intended and shall not be deemed to be a waiver, election, or estoppel as to any claim, objection, defense, right, or remedy of the Investor Limited Partners under the Partnership Agreement and related transaction documents or applicable law.

Sincerely,

ALDEN TORCH FINANCIAL LLC

By:   
Name: Adam Stein  
Title: Managing Director

<sup>1</sup> Capitalized terms not otherwise defined herein shall have the meaning set forth in that certain Amended and Restated Agreement of Limited Partnership, dated as of May 1, 2003, as amended.

cc: Somersworth Community Development Corp.  
c/o Somersworth Housing Authority  
25A Bartlett Avenue  
Somersworth, NH 03878

Nixon Peabody LLP  
401 9<sup>th</sup> Street, NW  
Suite 900  
Washington, DC 20004  
Attention: Richard S. Goldstein, Esq.

Coolidge, Mathieu, Barrington, Berube & Couture  
98 High Street, PO Box 271  
Somersworth, NH 03878  
Attention: Brian R. Barrington, Esq.

Sheehan Phinney Bass & Green PA  
1000 Elm Street, 17<sup>th</sup> Floor  
Manchester, NH 03101  
Attention: Greg A. Chakmakas, Esq.

Christopher Blake (*via email*)  
Michael Ryan (*via email*)

**EXHIBIT A**

# **Appraisal Of**

## **Maple Street Senior Apartments**

**191 Maple Street  
Somersworth, New Hampshire 03878**

**Effective Date: July 20, 2020**

**Report Date: August 12, 2020**

**Jill Brooks-Garnett**

**Related Corporate XXII SLP, L.P.**

**1225 17th Street, Suite 1400  
Denver, CO 80202**

**KINETIC VALUATION GROUP, INC.**

**Midwest Omaha  
11060 Oak Street Suite 6  
Omaha, Nebraska  
(402) 202-0771**

**Southern California  
PO Box 68  
Corona Del Mar, California  
(818) 914-1892**



UNBIASED . NIMBLE . ACCURATE  
[www.KineticValuationGroup.com](http://www.KineticValuationGroup.com)

August 12, 2020

Jill Brooks-Garnett  
Related Corporate XXII SLP, L.P.  
1225 17th Street, Suite 1400  
Denver, CO 80202

Re: Appraisal of Maple Street Senior Apartments  
191 Maple Street  
Somersworth, New Hampshire 03878

Dear Ms. Brooks-Garnett:

We are pleased to present our findings with respect to the value of the above-referenced property.

The intended user and client of this report include Related Corporate XXII SLP, L.P. as well as the their Partners and their affiliates. The intended use of the appraisal is for investment analysis decisions. Our consulting/valuation report is for use by the clients specified and their advisors. Neither this report nor any portion thereof may be used for any other purpose or distributed to third parties without our express written consent.

This valuation engagement was conducted in accordance with the Code of Professional Ethics and Standards of Valuation Practice of the Appraisal Institute, and the Uniform Standards of Professional Appraisal Practice (USPAP). In accordance with these standards, we have reported our findings herein in an appraisal report as defined by USPAP.

Our value conclusions were based on general economic conditions as they existed on the date of the analysis and did not include an estimate of the potential impact of any sudden or sharp rise or decline in general economic conditions from that date to the effective date of our report. Events or transactions that may have occurred subsequent to the effective date of our opinion have not been considered. We are not responsible to update or revise this report based on such subsequent events, although we would be pleased to discuss with you the need for revisions that may be occasioned as a result of changes that occur after the valuation date.

As of this date, COVID-19 has been declared a pandemic with a national state of emergency in place. The pandemic has created substantial turmoil in various financial markets and due to the developing situation, it is difficult to determine the future impact of COVID-19 on local commercial and residential real estate markets. The opinions contained in this report is based on findings of an analysis of market data available to the appraiser at the time of the assignment.

Page 2

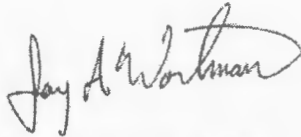
The following are our opinions of value as of July 20, 2020:

Market Value of the fee simple estate assuming restricted rents of Maple Street Senior Apartments as of July 20, 2020	\$4,300,000
---	-------------

We appreciate this opportunity to be of service. Please contact us if you have any comments or questions.

Respectfully submitted,

KINETIC VALUATION GROUP, INC.



Jay Wortmann, MAI  
Temporary NH Certified General  
Appraiser  
No.NHTP-1028 Expiration 12/18/2020  
jay@kvgteam.com  
(402) 202-0771



Charles Haase  
Temporary NH Certified General Appraiser  
No.NHTP-1030 Expiration 1/2/2021  
charlie@kvgteam.com  
(402) 750-1805

**TABLE OF CONTENTS**

**EXECUTIVE SUMMARY..... 1**

**FACTUAL DESCRIPTION..... 3**

**REGIONAL AND LOCAL AREA ANALYSIS..... 6**

**MARKET AREA ECONOMY ..... 10**

**POPULATION & HOUSEHOLD TRENDS..... 18**

**NEIGHBORHOOD ANALYSIS..... 23**

**HIGHEST AND BEST USE ANALYSIS ..... 34**

**APPRAISAL METHODOLOGY ..... 35**

**INCOME CAPITALIZATION APPROACH..... 36**

**RECONCILIATION ..... 71**

**VALUE CONCLUSIONS ..... 71**

**ADDENDA**



## EXECUTIVE SUMMARY

### PROPERTY DESCRIPTION

#### Property Appraised:

Maple Street Senior Apartments (Subject) is an existing 37-unit senior apartment complex located at 191 Maple Street, in Somersworth, Strafford County, New Hampshire. The Subject is benefited/encumbered by a Section 8 Housing Assistance Payments (HAP) contract with the New Hampshire Housing Finance Authority, which expires in 2029. The Subject was constructed using LIHTC which restricts all of the units at the 60 percent AMI level and expires in 2034. The property is currently 100 percent occupied and maintains a waiting list of more than 100 households. The Subject has been assigned Assessor Parcel Number 22-50C-0.

#### Legal Interest Appraised:

The property interest appraised is fee simple subject to any and all encumbrances, if applicable for each value estimate.

#### Site Area:

The site contains 1.03 acres or 44,925 square feet.

#### Zoning:

The Subject is zoned R - Recreational, which does not permit residential uses. The city of Somersworth granted variances to allow for the construction of the Subject. Therefore, the existing property represents a legal nonconforming use.

#### Subject Property Description:

The Subject consists of one elevator-served three-story residential building containing 37 one-bedroom units and a leasing office, community room, and three laundry rooms. The Subject site is also improved with surface parking. Construction is wood frame on concrete slab foundations with vinyl and flat roof. The following table summarizes the unit mix and current asking rents at the Subject property.

Unit Mix, Size, Rents						
Unit Type	Number	Unit Size	Net Rents	Utility Allowance	Gross Rents	2020 Max Allowable LIHTC Rents
60% AMI/Section 8						
1BR/1BA	37	675	\$1,116	\$0	\$1,116	\$1,144
Total	37					



**Highest and Best Use  
“As Vacant”:**

The highest and best use for the property “as vacant” would be to construct a multifamily residential complex with financial subsidies.

**Highest and Best Use  
“As Improved”:**

Existing use.

**Inspection Date:**

The Subject site and representative units were inspected on July 20, 2020.

**Marketing Period:**

Six – 12 Months.

**Exposure Period:**

Six – 12 Months.



## **FACTUAL DESCRIPTION**

### **Property Identification**

Maple Street Senior Apartments (Subject) is an existing 37-unit apartment complex located at 191 Maple Street, in Somersworth, Strafford County, New Hampshire. The Subject is benefited/encumbered by a Section 8 Housing Assistance Payments (HAP) contract, which expires in 2029. The Subject was constructed using LIHTC which restricts all of the units at the 60 percent AMI level and expires in 2034. The property is currently 100 percent occupied and maintains a waiting list of more than 100 households. Photos of the Subject have been included in the Addenda.

### **Intended Use and Intended Users of Appraisal**

The intended user and client of this report include Related Corporate XXII SLP, L.P. as well as the their Partners and their affiliates. The intended use of the appraisal is for investment analysis decisions.

### **Compliance and Competency Provision**

We are aware of the compliance and competency provisions of USPAP, and within our understanding of those provisions, this report complies with all mandatory requirements, and the authors of this report possess the education, knowledge, technical skills, and practical experience to complete this assignment competently, in conformance with the stated regulations.

### **Legal Description**

Included in the Addenda.

### **Property Interest Appraised**

The property interest appraised is the fee simple estate.

### **Market value is defined as:**

The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition are the consummation of sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

1. Buyer and seller are typically motivated;
2. Both parties are well informed or well advised and acting in what they consider their best interest;
3. A reasonable time is allowed for exposure in the open market;
4. Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and,
5. The price represents normal considerations for the property sold, unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.<sup>1</sup>

---

<sup>1</sup> 6<sup>th</sup> Edition of The Dictionary of Real Estate Appraisal.



**Unavailability of Information**

In general, all information necessary to develop an estimate of value of the Subject property was available to the appraisers.

**Furniture, Fixtures, and Equipment**

Removable fixtures such as kitchen appliances and hot water heaters are considered to be real estate fixtures that are essential to the use and operation of the complex. Supplemental income typically obtained in the operation of an apartment complex is included; which may include minor elements of personal and business property. As immaterial components, no attempt is made to segregate these items.

**Date of Inspection and Effective Date of Appraisal**

The Subject was last inspected and photographed on July 20, 2020. This shall be the effective date of the appraisal.

**Scope of Appraisal**

As part of this appraisal, we have completed the following steps to gather, confirm, and analyze the data.

- Charles Haase performed a physical inspection of the property and the Subject's neighborhood July 20, 2020.
- The identification of the property to be appraised is based on information provided by the client and the property representative.
- Regional, city, and county data were based on information obtained from newspaper articles, city of Somersworth, Strafford County, ESRI Demographics, the Bureau of Labor Statistics, and other resources available to the appraiser. This was performed by Sarah Hauxwell under the supervision of Jay Wortmann, MAI.
- Data collection and analysis of market conditions currently affecting the county's real estate market on a national and regional level was conducted. This included, but was not limited to, the review and analysis of data pertaining to supply and demand for real estate properties, availability of financing and current financing terms, current interest and yield rates, buyer preferences, and economic forecasts. This was performed by Sarah Hauxwell under the supervision of Jay Wortmann, MAI.
- The research for improved sales, rents and listings included Somersworth, Strafford County, and other surrounding areas from 2017 to the present. The market data was collected from the appraiser's office files, other appraisers, Realtors, newspaper articles, CoStar, title companies, LoopNet, and public records. The rent comparables were surveyed by Justine Simons, while land and improved sales were surveyed by Sarah Hauxwell. This was done under the supervision of Jay Wortmann, MAI.
- The information gathered from these surveys and investigations was then analyzed, and comparisons were made to the property. The valuation process included the Income, Sales Comparison, and Cost Approaches. This was performed by Sarah Hauxwell under the supervision of Jay Wortmann, MAI.
- Jay Wortmann, MAI and Amanda Baker, MAI reviewed the final report.



**Ownership and History of Subject**

Ownership of the site is vested in Maple St Senior Housing LP, which is the original developer of the property. There have been no transfers of the Subject in the past three years and the property is not exposed to the market.



## **REGIONAL AND LOCAL AREA ANALYSIS**

### **City/Region**

The Subject is located in the town of Somersworth, Strafford County, which had a population of 11,766 at the 2010 census. The town is bounded to the north by the Rochester, to the east by Berwick, Maine, to the west by Dover, and to the south by Dover and Rollinsford.

Strafford County is located on the eastern border of the state, south of center. A 45-mile stretch of the Salmon Falls River separates the county from Maine. Strafford County contains 369 square miles of land area, the smallest among the counties. Based on the 2010 Census population, the population density is 333.7 persons per square mile.

### **Transportation**

**Highway:** State Route 9 traverses generally north/south through the town and provides access to State Route 16 (Spaulding Turnpike) to the south and Berwick Maine to the north.

State Routes 108 and 236 also provide access through the western Somersworth and provide access to Rochester to the north.

**Air:** The Subject is located approximately 69 miles north of Boston Logan International Airport (BOS). It is the largest airport in both the Commonwealth of Massachusetts and the New England region in terms of passenger volume and cargo handling, the 16th-busiest airport in the United States, as well as the busiest airport in the Northeast outside the New York metropolitan area. The airport saw 42,522,411 passengers in 2019, the most in its history.

### **Public Transportation**

COAST provides regional and local routes throughout Northeastern New Hampshire and southern Maine with 13 routes. The nearest bus stop to the Subject is approximately 0.38 miles from the Subject.

### **Healthcare**

Wentworth Douglas Hospital is a 178-bed not-for-profit hospital that provides healthcare to Dover, New Hampshire and surrounding areas. It employs 2,300 employees and has 200 volunteers. Wentworth Douglass Hospital offers a wide range of healthcare services including acute care, disease management and wellness programs. The Subject is located approximately 2.65 miles from the hospital.

### **Senior Center**

The Dover Community Senior Center is located approximately 3.94 miles from the Subject. The center provides activities including: exercise, yoga, luncheons, special events, trips, and entertainment.



## **DELINEATION OF MARKET AREA**

### **Primary and Secondary Market Area**

For the purpose of this study, it is necessary to define the market area, or the area from which potential tenants for the project are likely to be drawn. In some areas, residents are very “neighborhood oriented” and are generally very reluctant to move from the area where they have grown up. In other areas, residents are much more mobile and will relocate to a completely new area, especially if there is an attraction such as affordable housing at below market rents.

The primary market area (PMA) for the Subject consists of Strafford County. The land uses and condition of the neighborhoods included in the PMA are similar.

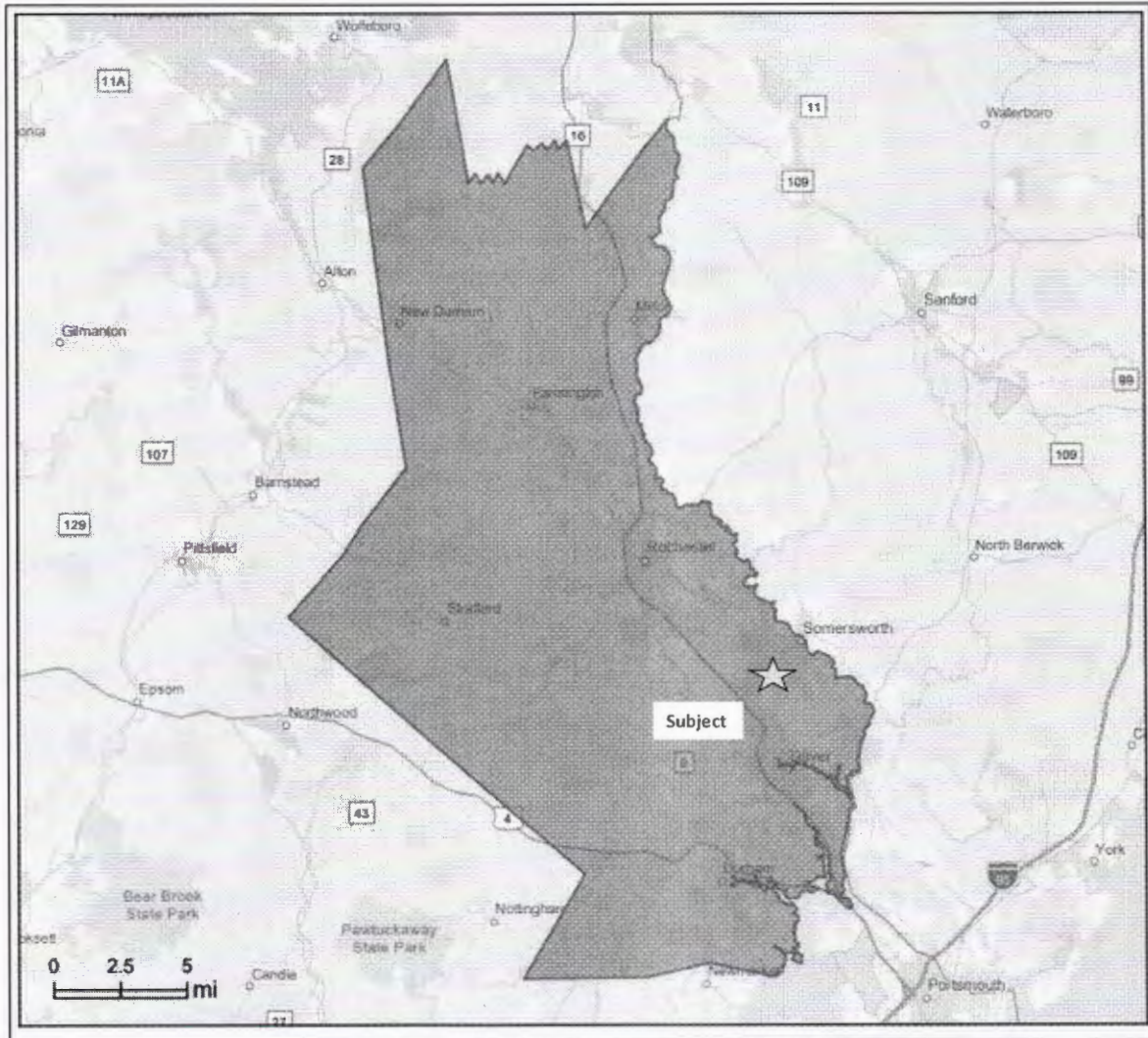
The PMA boundaries and overall market health assessment are based upon an analysis of demographic and socioeconomic characteristics, target tenant population, political jurisdictional boundaries, natural boundaries, experience of nearby comparable developments, accessibility to mass transit or key transportation corridors and commute patterns, and market perceptions as well as surveys of existing market rate and affordable apartment projects undertaken by Kinetic Valuation Group, Inc., and insights gained from resident managers, area planning staff, and others familiar with the multifamily market. We recognize a smaller sub-market may exist within this PMA; however, market data demonstrates that a significant amount of the renter base considers housing opportunities within this defined area. Given the opportunity to locate good quality affordable housing, the renter base will move within these areas. We anticipate demand will be generated from this geographic area. However, some leakage would be anticipated from outside the PMA from other parts of Strafford County.

There are no natural boundaries in Somersworth or Strafford County that would inhibit anyone from relocating to the Subject. The market area boundaries identified are a reasonable approximation regarding the potential renter market for the Subject. Both market rate and affordable rental housing of all types is in demand. Rental housing in the PMA appears to be stable, with low vacancy rates.

The secondary market area (SMA) for the Subject is Boston-Cambridge-Newton, MA-NH MSA. Maps outlining the PMA and SMA can be found on the following pages.

**KVG**  
Kinetic Valuation Group

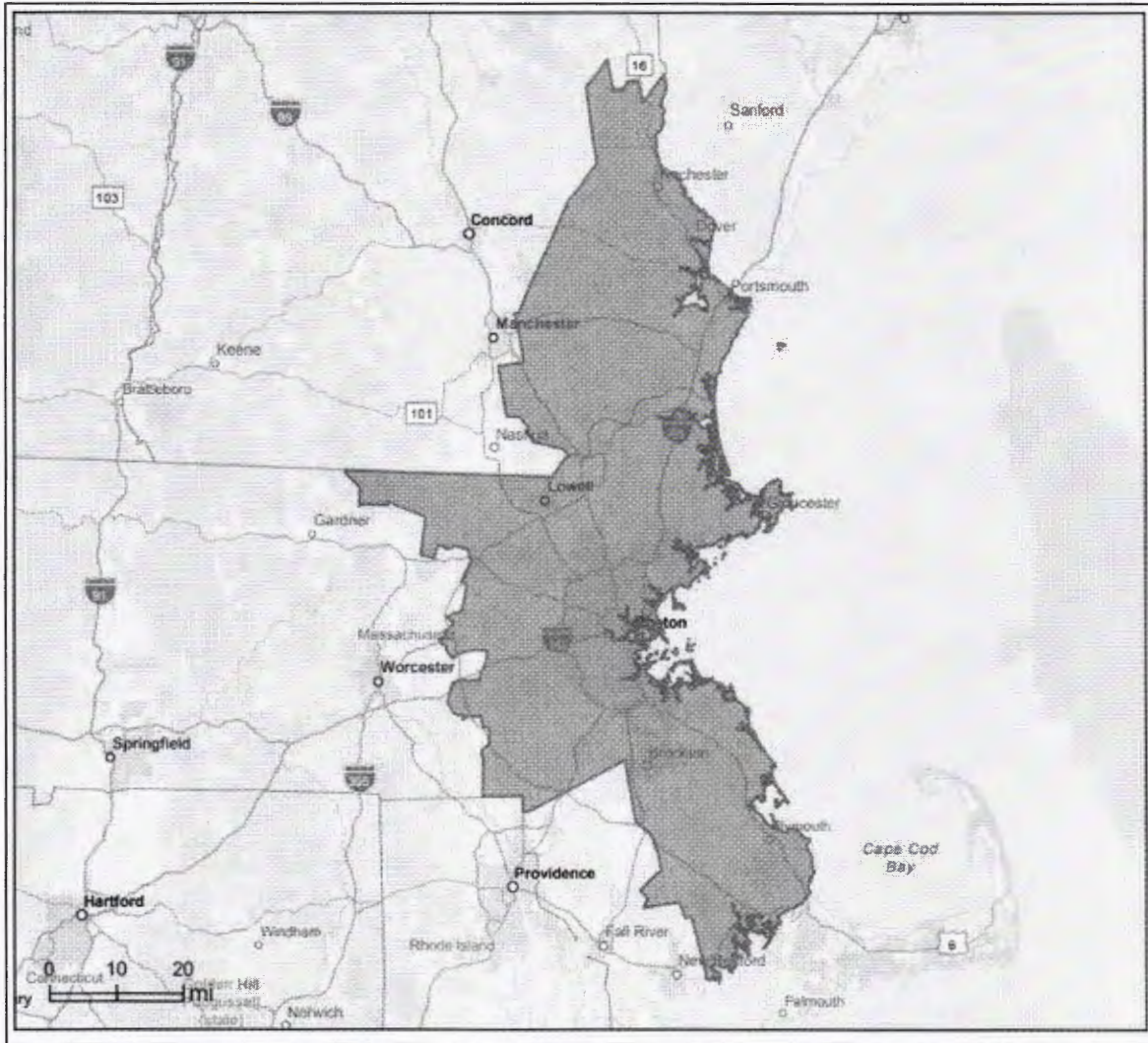
**PMA**



# KVG

Kinetic Valuation Group

SMA



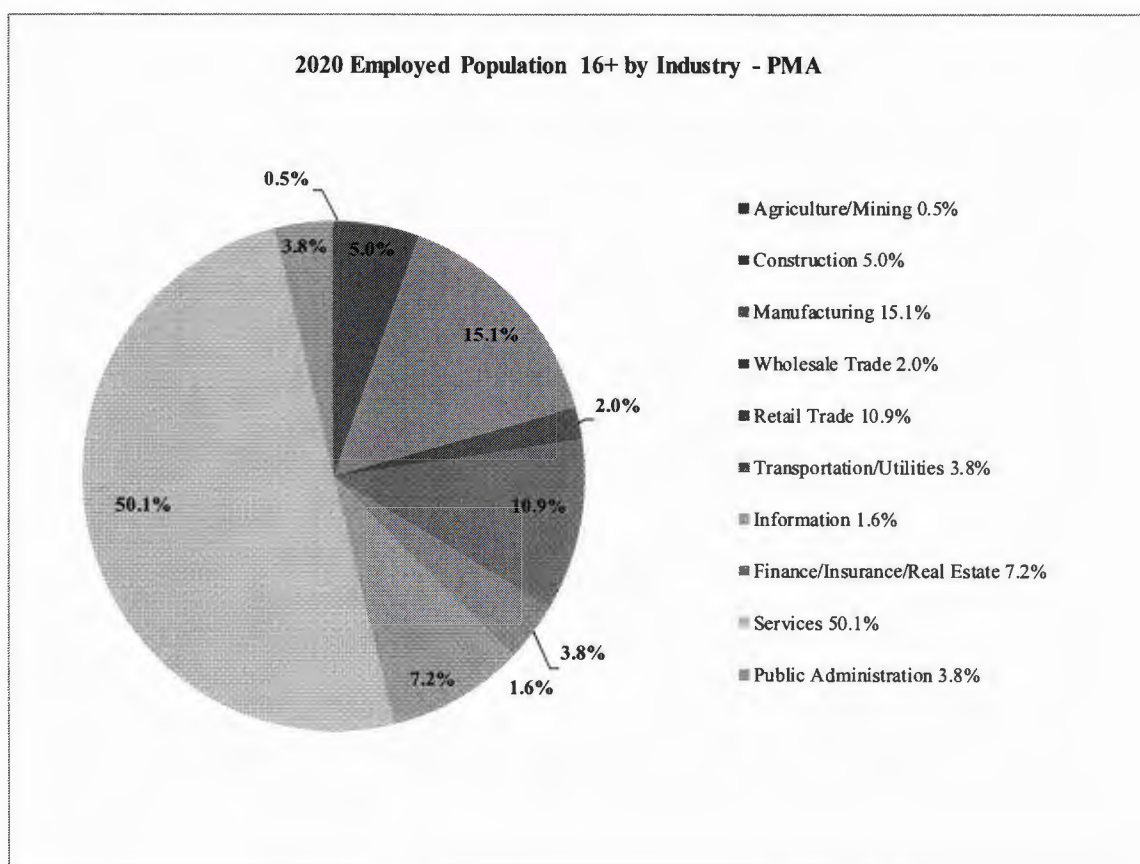


## MARKET AREA ECONOMY

The following discussion includes an analysis of the local economy. This section will present and analyze information regarding employment by industry, the major employers, and unemployment trends. Information was provided, where available, for the Subject's PMA. We obtained economic information from ESRI Demographics and the Bureau of Labor Statistics. These data sources are reliable and current.

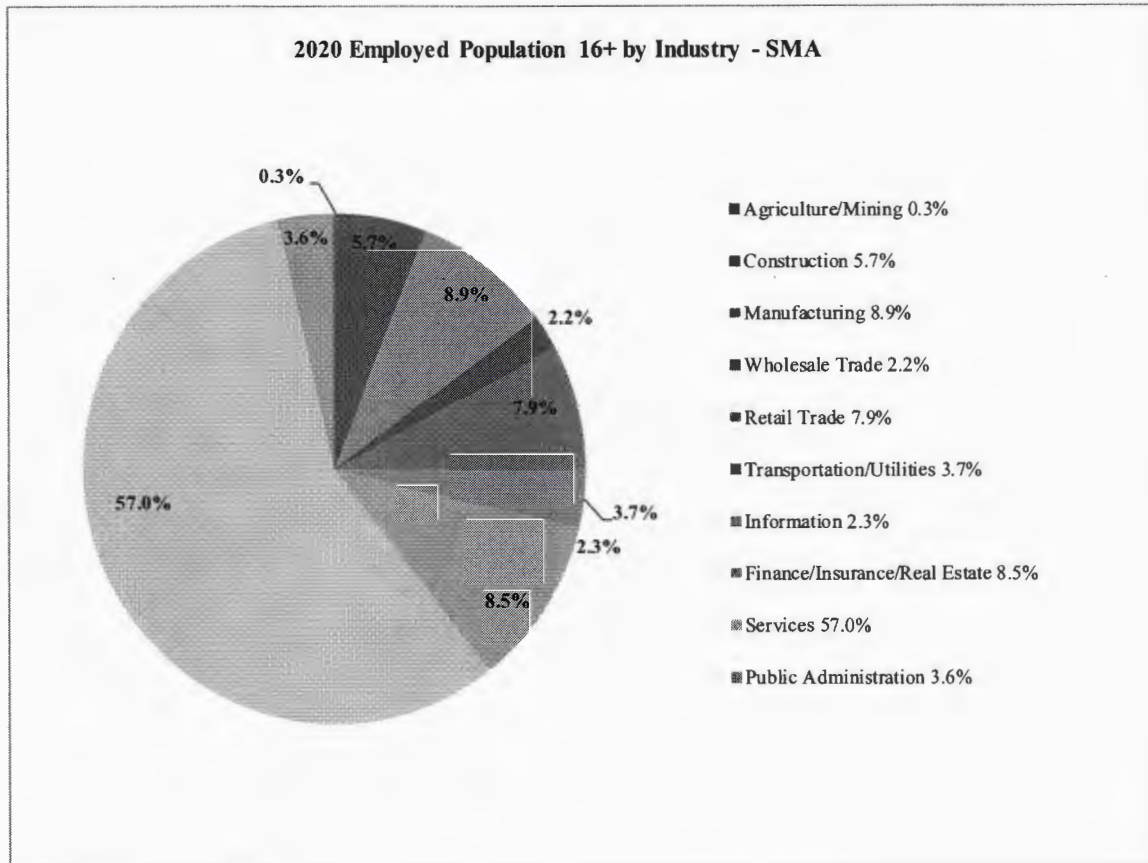
### Employment by Industry

The following charts illustrate the distribution of employment sectors by industry within the PMA and SMA.



Source: ESRI Demographics

The largest employment sector in the PMA is the services sector with 50.1 percent, followed by the manufacturing sector with 15.1 percent and the retail trade sector with 10.9 percent.



Source: ESRI Demographics

The largest employment sector in the SMA is the services sector with 57.0 percent, followed by the manufacturing sector with 8.9 percent and the finance/insurance/real estate sector with 8.5 percent.



### Major Employers

The following charts identify the major employers in Strafford County.

Strafford County, NH - Major Employers		
Employer	Municipality	Industry
University of New Hampshire	Durham	Education
Liberty Mutual	Regional	Insurance Services
Frisbie Memorial Hospital	Rochester	Healthcare Services
Wentworth-Douglass Hospital	Regional	Healthcare Services
Hannaford Brothers	Regional	Supermarket
Market Basket	Regional	Supermarket
Goss International	Durham	Printing
Eastern Propane & Oil Retail	Rochester	Propane & Oil
Waste Management	Rochester	Recycling and Solid Waste
Turbocam USA	Barrington	Turbo-machinery

Source: Strafford Regional Planning Commission

### Workforce and Unemployment Trends

The table below illustrates the workforce and unemployment trends for Somersworth and Strafford County.

Unemployment Trends - 2009-2020 YTD								
Year	Somersworth, NH				Strafford County, NH			
	Total Labor Force	Total Employment	Unemployment Rate (%)	(%) Change	Total Labor Force	Total Employment	Unemployment Rate (%)	(%) Change
2009	6,568	6,132	6.6	-	69,746	65,425	6.2	-
2010	6,633	6,225	6.2	-0.4	69,571	65,628	5.7	-0.5
2011	6,610	6,232	5.7	-0.5	69,613	65,926	5.3	-0.4
2012	6,581	6,215	5.6	-0.1	70,054	66,264	5.4	0.1
2013	6,579	6,246	5.1	-0.5	70,150	66,728	4.9	-0.5
2014	6,604	6,326	4.2	-0.9	70,746	67,921	4.0	-0.9
2015	6,573	6,363	3.2	-1.0	71,300	69,083	3.1	-0.9
2016	6,670	6,487	2.7	-0.5	72,417	70,572	2.5	-0.6
2017	6,667	6,507	2.4	-0.3	72,549	70,794	2.4	-0.1
2018	6,731	6,567	2.4	0.0	73,561	71,853	2.3	-0.1
2019	6,810	6,660	2.2	-0.2	74,621	72,875	2.3	0.0
2020 YTD	6,533	5,447	16.6	14.4	69,265	59,598	14.0	11.7

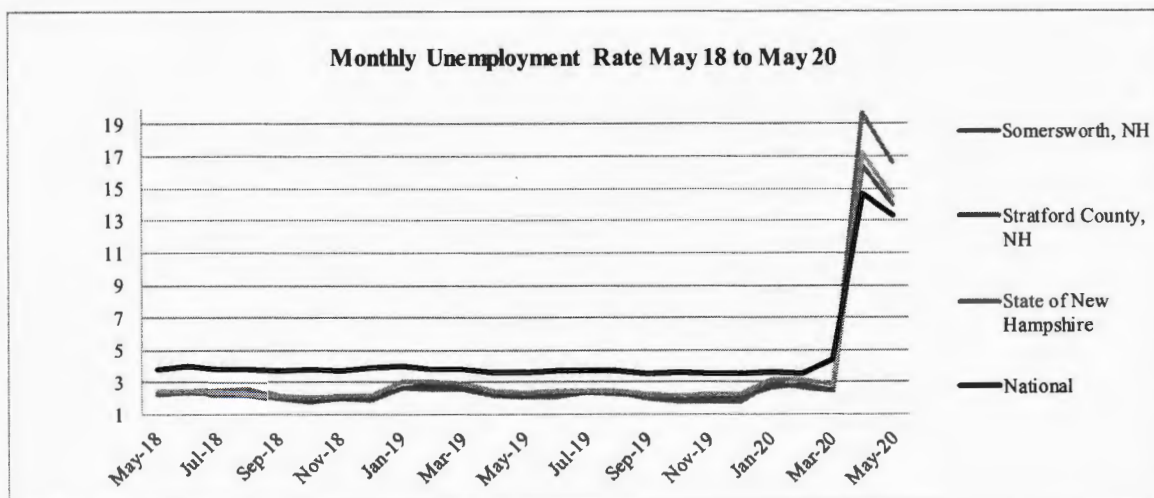
Source: Bureau of Labor Statistics

The unemployment rate in Somersworth has fluctuated between 2.2 and 16.6 percent from 2009 through 2020 year-to-date. The county unemployment rate was at a low of 2.2 percent in 2019. With the unprecedented surge in unemployment claims filed recently due to the COVID-19 Pandemic, April 2020 unemployment reached a high of 19.7 percent, which has decreased to 16.6 in May as businesses have begun to reopen. It is anticipated that unemployment rates will continue to remain elevated over the next several months.

**KVG**

Kinetic Valuation Group

Below we have compared the town, county, state, and national unemployment rates over the past 24 months.



Source: Bureau of Labor Statistics

The city, county, and state have remained consistently below the national unemployment rate over the past 22 months. Unemployment rates increased drastically in April as the effects of government-mandated shutdowns and social distancing due to the COVID-19 Pandemic were felt. Unemployment rates decreased approximately one percentage point in May, the result of businesses beginning to reopen. It is anticipated all areas will continue to experience elevated unemployment rate over the next several months due to the COVID-19 Pandemic; the trajectory of the unemployment rate is heavily reliant on how long the COVID-19 Pandemic and its associated human behaviors, government mandated, or otherwise, last. There are medical implications associated with this downturn that are difficult to predict; at this time, the overall effect on the local and national economy cannot be determined.



### Employment Trends

The following table illustrates the employment trends in Somersworth and Strafford County from 2008 to 2020 year-to-date.

Employment Trends - 2009 - 2020 YTD				
	Somers worth, NH		Strafford County, NH	
Year	Total Employment	Percentage Growth	Total Employment	Percentage Growth
2009	6,132	-	65,425	-
2010	6,225	1.5%	65,628	0.3%
2011	6,232	0.1%	65,926	0.5%
2012	6,215	-0.3%	66,264	0.5%
2013	6,246	0.5%	66,728	0.7%
2014	6,326	1.3%	67,921	1.8%
2015	6,363	0.6%	69,083	1.7%
2016	6,487	1.9%	70,572	2.2%
2017	6,507	0.3%	70,794	0.3%
2018	6,567	0.9%	71,853	1.5%
2019	6,660	1.4%	72,875	1.4%
2020 YTD	5,447	-18.2%	59,598	-18.2%

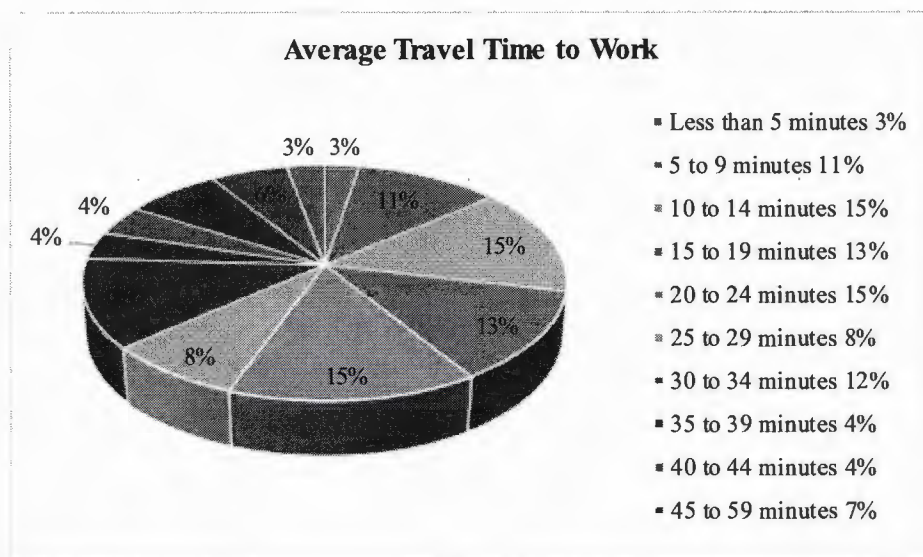
Source: Bureau of Labor Statistics

The employment level in town has increased every year since 2013, but through 2020 year-to-date it has decreased 18.2 percent. Due to the recent COVID-19 Pandemic, these numbers will continue to remain compressed, but the overall effect on the local and national economy cannot be determined at this point.



### Commuting Patterns

The chart below shows the travel time to work for the PMA according to ESRI data.



Source: ESRI Demographics

Approximately 56 percent of persons in the PMA have a commute time of less than 25 minutes indicating a majority of the persons in the PMA commute to work in nearby areas.



### Wages by Occupation

The chart below shows the wages by occupation for Dover-Durham, NH-ME Metropolitan, which includes the towns of Barrington, Durham, Dover, Farmington, Lee, Madbury, Middleton, Milton, New Durham, Rochester, Rollinsford, Somersworth, Strafford, New Hampshire and Berwick, Lebanon, South Berwick, Maine.

Wage by Occupation - Dover Durham, NH-ME - 2019			
Occupational Title	Number of Employees	Average Hourly Wage	Average Annual Wage
All Occupations	52,730	\$25.73	\$53,520
Management Occupations	2,930	\$55.70	\$115,850
Business and Financial Operations Occupations	2,340	\$35.58	\$74,000
Computer and Mathematical Occupations	3,000	N/A	N/A
Architecture and Engineering Occupations	680	\$36.34	\$75,580
Life, Physical, and Social Science Occupations	-8	\$34.07	\$70,870
Community and Social Service Occupations	720	\$24.04	\$50,010
Legal Occupations	130	\$40.18	\$83,570
Educational Instruction and Library Occupations	4,640	\$28.12	\$58,480
Arts, Design, Entertainment, Sports, and Media Occupations	590	\$24.08	\$50,100
Healthcare Practitioners and Technical Occupations	3,750	\$40.97	\$85,220
Healthcare Support Occupations	1,860	\$17.24	\$35,860
Protective Service Occupations	760	\$24.89	\$51,770
Food Preparation and Serving Related Occupations	4,980	\$12.76	\$26,550
Building and Grounds Cleaning and Maintenance Occupations	1,740	\$15.48	\$32,200
Personal Care and Service Occupations	1,180	\$15.30	\$31,820
Sales and Related Occupations	4,900	\$19.58	\$40,720
Office and Administrative Support Occupations	7,080	\$19.82	\$41,220
Farming, Fishing, and Forestry Occupations	80	N/A	N/A
Construction and Extraction Occupations	1,610	\$22.96	\$47,750
Installation, Maintenance, and Repair Occupations	1,850	\$22.62	\$47,040
Production Occupations	3,850	\$18.61	\$38,720
Transportation and Material Moving Occupations	3,580	\$15.69	\$32,640

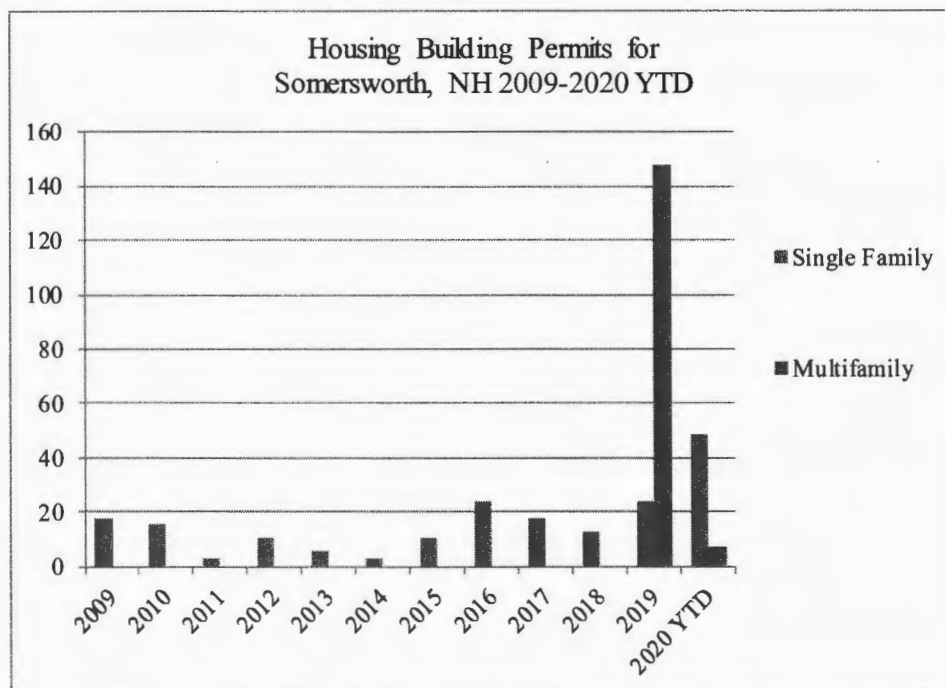
Source: Bureau of Labor Statistics

The above chart shows average hourly and annual wages by employment classification. The classification with the lowest average hourly wage was food preparation and serving related occupations at \$12.76 per hour. The highest average hourly wage of \$55.70 was for management occupations.



### Building Permits

The following table demonstrates building permit information from 2008 through 2019 year-to-date in Somersworth County Unincorporated Area.



Source: Office of Policy Development and Research HUD

With the exception of 2019 construction activity of single-family homes was greater than that of multifamily.

### Conclusion

The Subject's neighborhood, town of Somersworth, and the county of Strafford include many employment options for area residents. Numerous businesses offering a range of positions and skill levels exist within close proximity to the Subject. The wage rates within the area demonstrate a significant pool of potential tenants exist for affordable housing developments.

With the unprecedented surge in unemployment claims filed recently due to the COVID-19 Pandemic, it is anticipated that unemployment rates will remain elevated over the next several months while employment remains compressed. The trajectory of the unemployment rate is heavily reliant on how long the COVID-19 Pandemic and its associated human behaviors, government mandated, or otherwise, last. There are medical implications associated with this downturn that are difficult to predict; at this time, the overall effect on the local and national economy cannot be determined.



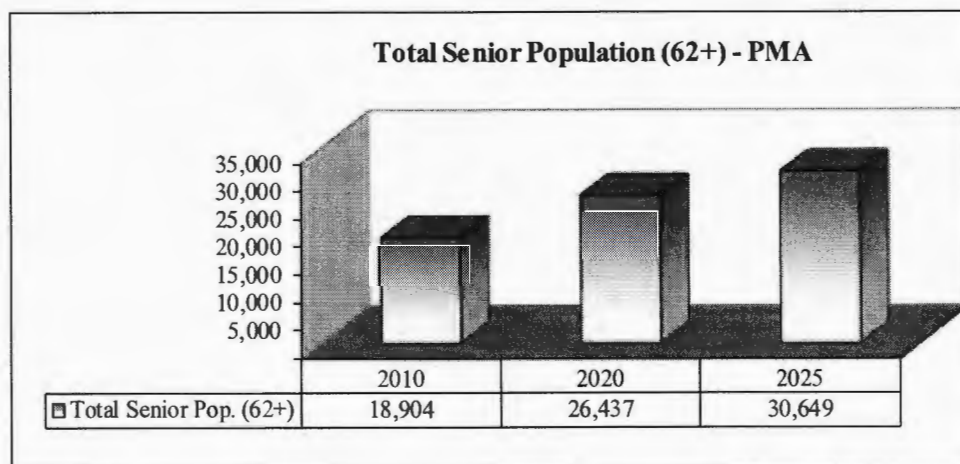
Kinetic Valuation Group

## POPULATION & HOUSEHOLD TRENDS

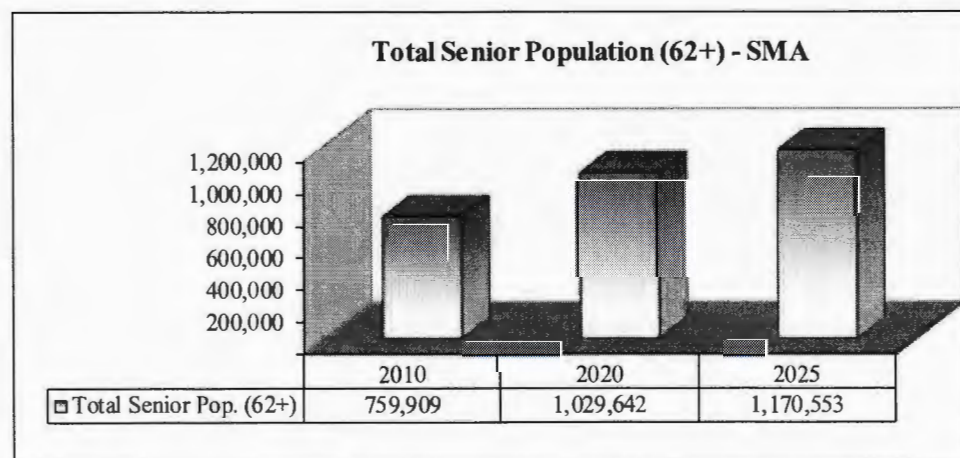
In this section, we compare population, household and income trends in the PMA and SMA. All information is provided to us by ESRI Demographics, which is a national proprietary data provider. Some tables reflect rounding from the data provided, however, it is nominal. The data is presented for the primary market area and secondary market area in which the development is located.

### Total Senior Population

The charts below illustrate total population in the PMA and SMA from 2020 through 2025.



Source: ESRI Demographics



Source: ESRI Demographics

The population within the PMA has continuously grown from 2010 to 2020 and is expected to continue to increase through 2025. Similar to the PMA, the SMA is also considered an area of growth, which is a positive indicator for the need of additional affordable housing units.



### Population by Age Group

The tables below illustrate population by age group in the PMA and SMA from 2010 through 2025.

Population by Age Group			
PMA			
Age Cohort	2010	2020	2025
0 - 4	6,817	6,523	6,769
5 - 9	7,024	6,861	6,945
10 - 14	7,156	7,283	7,221
15 - 19	10,680	10,902	11,126
20 - 24	12,473	12,671	12,644
25 - 34	14,784	16,755	16,743
35 - 44	16,011	15,637	17,075
45 - 54	19,357	16,795	15,874
55 - 64	14,196	18,636	17,868
65 - 74	7,786	12,468	14,958
75 - 84	4,841	5,823	7,679
85+	2,018	2,555	2,652
<b>Total</b>	<b>123,143</b>	<b>132,909</b>	<b>137,554</b>
Population by Age Group			
SMA			
Age Cohort	2010	2020	2025
0 - 4	256,902	246,637	257,163
5 - 9	268,753	263,035	260,499
10 - 14	280,044	290,086	275,190
15 - 19	314,191	323,455	316,921
20 - 24	336,178	349,737	345,187
25 - 34	619,747	693,090	722,994
35 - 44	628,670	615,335	675,167
45 - 54	705,655	643,956	613,010
55 - 64	546,219	670,887	661,528
65 - 74	306,169	474,500	541,181
75 - 84	197,788	239,182	309,195
85+	92,086	114,694	121,719
<b>Total</b>	<b>4,552,402</b>	<b>4,924,594</b>	<b>5,099,754</b>

Source: ESRI Demographics

In the PMA and SMA, population appears to be the greatest in the 25 to 34 and 45 to 64-year age groups during 2020.



### Number of Elderly and Non-elderly

The table below is an illustration of the elderly and non-elderly population.

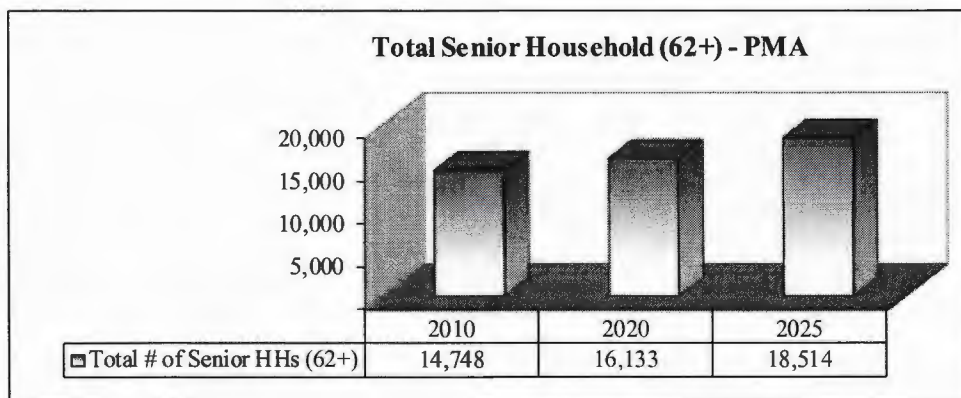
Number of Elderly and Non-Elderly						
Year	PMA			SMA		
	Total Population	Non-Elderly	Elderly (55+)	Total Population	Non-Elderly	Elderly (55+)
2010	123,143	94,302	28,841	4,552,402	3,410,140	1,142,262
2020	132,909	93,427	39,482	4,924,594	3,425,331	1,499,263
2025	137,554	94,397	43,157	5,099,754	3,466,131	1,633,623

Source: ESRI Demographics

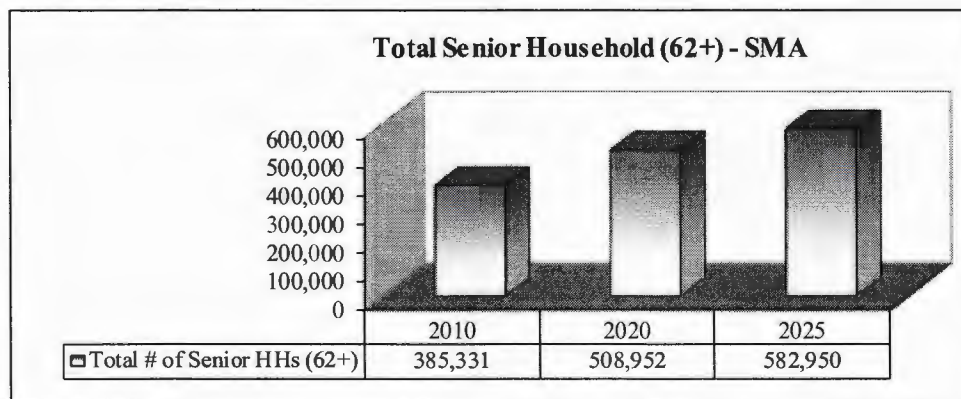
Within the PMA, population is greatest in the non-elderly population, those aged 54 or under. In 2020, the elderly population was approximately 29.7 percent of the total population in the PMA. Comparatively, within the SMA, the elderly population comprised 30.4 percent of total population in 2020.

### Total Number of Senior Households

The charts below illustrate the total number of households in the PMA and SMA.



Source: ESRI Demographics



Source: ESRI Demographics



Kinetic Valuation Group

Similar to the growth in population in both the PMA and SMA, growth in the number of households is expected to increase between 2010 and 2025, indicating the PMA and SMA are areas of growth. As the senior population and the number of senior households increase, there will be a larger number of lower-income needing affordable housing choices.

### Total Household by Tenure

The table below illustrates total households by tenure for the total population in the PMA and SMA.

Tenure Patterns - Elderly Population (Age 62+)								
Year	PMA				SMA			
	Owner-Occupied Units		Renter-Occupied Units		Owner-Occupied Units		Renter-Occupied Units	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
2010	11,193	75.9%	3,555	24.1%	415,426	70.3%	175,208	29.7%
2020	12,244	75.9%	3,888	24.1%	357,974	70.3%	150,978	29.7%
2025	14,052	75.9%	4,462	24.1%	410,021	70.3%	172,929	29.7%

Source: ESRI Demographics

As indicated, the total number of renter-occupied housing units within the PMA during 2020 is 24.1 percent. This number is projected to remain constant through 2025. Comparatively, the total number of renter-occupied households within the SMA during 2020 is higher, at 29.7 percent.

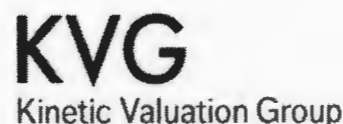
### Average Senior Household Size

The table below illustrates average household size.

Average Senior Household (62+) Size				
Year	PMA		SMA	
	Number	Annual Change	Number	Annual Change
2010	1.28	-	1.97	-
2020	1.64	2.78%	2.02	0.26%
2025	1.66	0.20%	2.01	-0.15%

Source: ESRI Demographics

Average senior household size in the PMA during 2020 was 1.64 persons; this is projected to increase slightly through 2025. Comparison to the SMA average household size of 2.02 indicates a larger average household size in the SMA than the PMA.



### Senior Renter Households by Number of Persons in the Household

The following tables show household size by senior renter tenure.

Senior (62+) Renter Households by Number of Persons - PMA						
	2010		2020		2025	
	Number	Percentage	Number	Percentage	Number	Percentage
With 1 Person	935	26.3%	1,023	26.3%	1,174	26.3%
With 2+ Persons	2,620	73.7%	2,866	73.7%	3,289	73.7%
Total Renter Households	3,555	100%	3,888	100%	4,462	100%

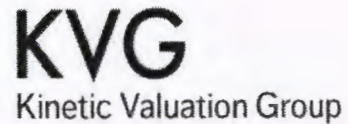
Senior (62+) Renter Households by Number of Persons -SMA						
	2010		2020		2025	
	Number	Percentage	Number	Percentage	Number	Percentage
With 1 Person	49,934	28.5%	43,029	28.5%	49,285	28.5%
With 2 Persons	125,274	71.5%	107,949	71.5%	123,644	71.5%
Total Renter Households	175,208	100%	150,978	100%	172,929	100%

Source: ESRI Demographics

The largest category of senior renter households in the PMA has two persons.

### Conclusion

The PMA is comprised of 24.1 percent renter households. Demand for rental units in the PMA is expected to come from normal turnover and the limited supply of affordable properties in the area. The number of households is expected to increase in the PMA from 2020 through 2025. Demand for rental units in the PMA is expected to come from natural population growth and renter turnover. As the total population and number of households continue to grow, the demand for housing units will continue to increase. The demographics presented above provide support that there is a stable renter population within the PMA and would typically support current and future demand for the Subject; however, the Covid-19 Pandemic is ongoing and the lasting impact of its effects is yet to be determined.



## NEIGHBORHOOD ANALYSIS

### Introduction

The Subject is located in the town of Somersworth, Strafford County, which had a population of 11,766 at the 2010 census. The town is bounded to the north by Rochester, to the east by Berwick, Maine, to the west by Dover, and to the south by Dover and Rollinsford.

### Access and Traffic Flow

Access to the site is from the west side of Maple Street, which is a two-lane residential road that traverses north-south and provides access to State Route 9 to the south via Blackwater Road. State Route 9 provides access to central Somersworth to the north and State Route 16 (Spaulding Turnpike). State Route 16 provides access to Rochester to the north and Dover to south, further south is Interstate 95.

### Visibility/Views

The view to the north is of a wooded area. Views to the east are of single-family homes in average condition. The view to the south is of a fire station in average condition. The view to the west is of Parkview Terrace, a Section 8 senior housing development in average condition.

### Location Map

The map below illustrates the Subject and surrounding neighborhood.

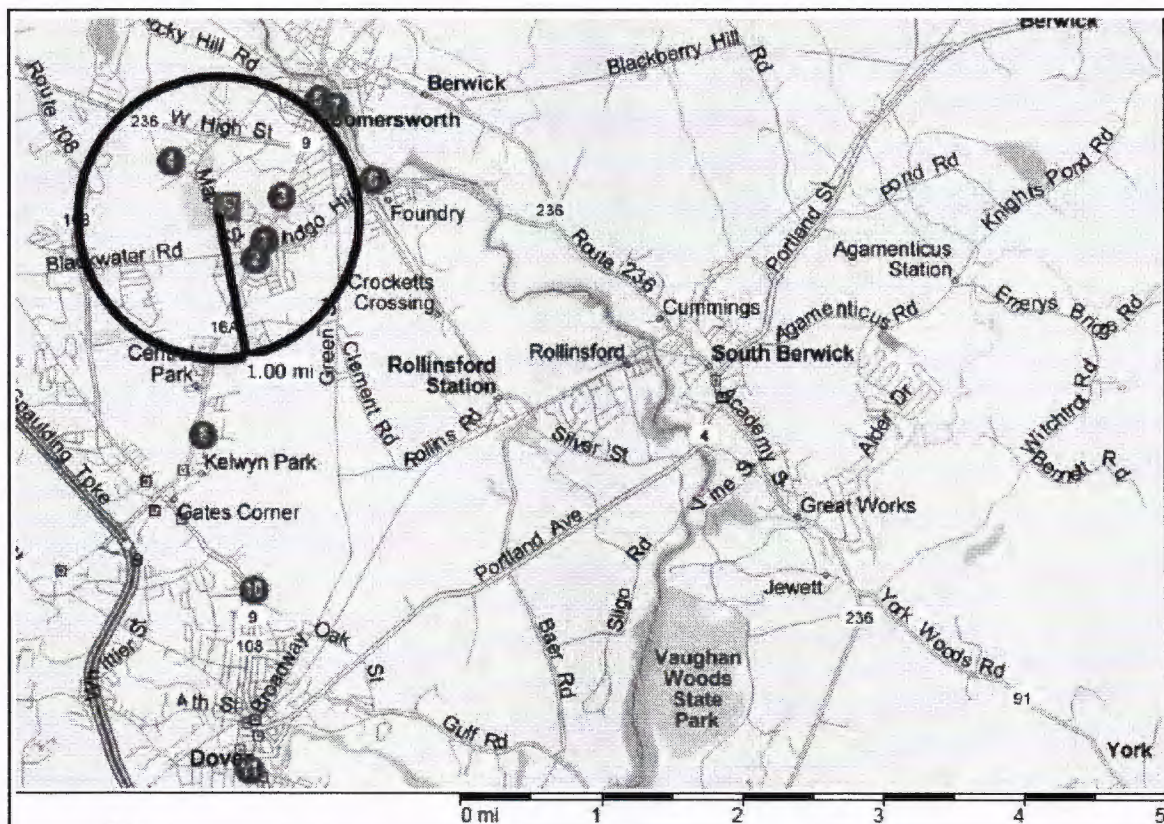


**KVG**

Kinetic Valuation Group

**Locational Amenities & Map - Overview**

The map and table below illustrate the location amenities in relation to the Subject's site.



Distance From Local Services			
Map #	Name	Service	Distance
1	Bus Stop	Bus Stop	0.38 miles
2	Rite Aid	Pharmacy	0.38 miles
3	Cumberland Farms	Gas Station	0.51 miles
4	The Church of Jesus Christ of Latter-day Saints	Church	0.52 miles
5	United States Postal Service	Post Office	1.17 miles
6	Jules Bisson Park	Recreation	1.18 miles
7	Somersworth Public Library	Library	1.19 miles
8	Market Basket	Grocery Store	1.53 miles
9	Citizen's Bank	Bank	1.54 miles
10	Wentworth Douglass Hospital	Hospital	2.65 miles
11	Dover Senior Center	Senior Center	3.94 miles



### Crime Statistics

The following crime data is provided by Neighborhood Scout.

TOTAL CRIME INDEX	NEIGHBORHOOD ANNUAL CRIMES			
39	VIOLENT	PROPERTY	TOTAL	
(100 is safest)				
Safer than 39% of U.S. neighborhoods.	Number of Crimes	12	125	137
	Crime Rate (per 1,000 residents)	2.42	25.18	27.60

### VIOLENT CRIME COMPARISON (PER 1,000 RESIDENTS)



### SOMERSWORTH VIOLENT CRIMES

POPULATION: 11,970

	MURDER	RAPE	ROBBERY	ASSAULT
Report Total	0	8	8	15
Rate per 1,000	0.00	0.67	0.67	1.25

### UNITED STATES VIOLENT CRIMES

POPULATION: 327,167,434

	MURDER	RAPE	ROBBERY	ASSAULT
Report Total	16,214	139,380	282,061	807,410
Rate per 1,000	0.05	0.43	0.86	2.47

# KVG

Kinetic Valuation Group

## PROPERTY CRIME COMPARISON (PER 1,000 RESIDENTS)



### SOMERSWORTH PROPERTY CRIMES

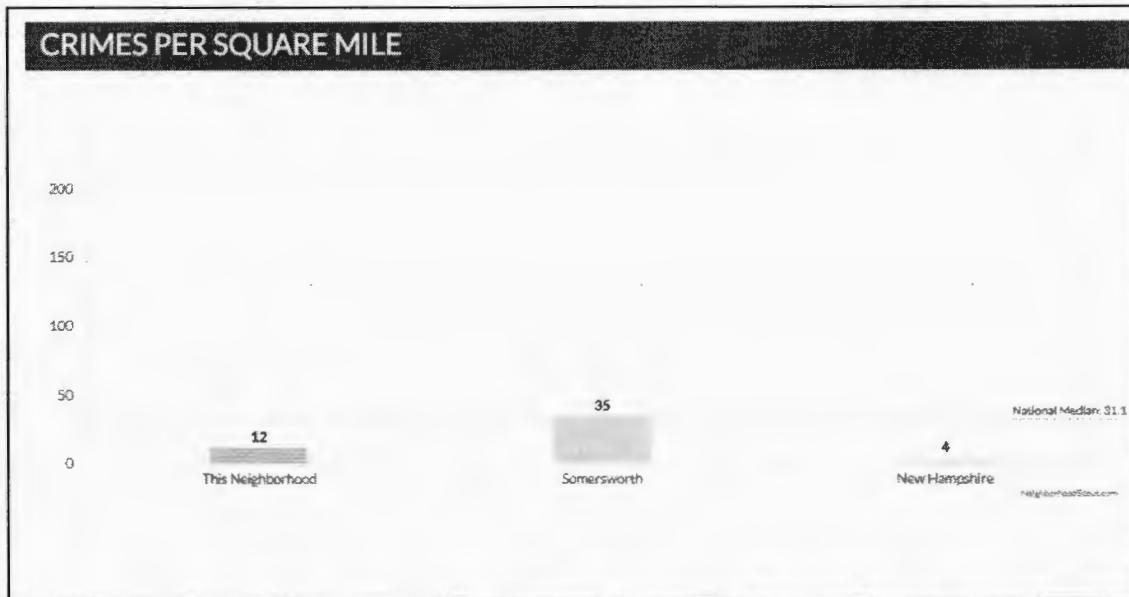
POPULATION: 11,970

	BURGLARY	THEFT	MOTOR VEHICLE THEFT
Report Total	21	283	15
Rate per 1,000	1.75	23.64	1.25

### UNITED STATES PROPERTY CRIMES

POPULATION: 327,167,434

	BURGLARY	THEFT	MOTOR VEHICLE THEFT
Report Total	1,230,149	5,217,055	748,841
Rate per 1,000	3.76	15.95	2.29



After inspection and observation of the Subject's neighborhood, we do not anticipate the overall crime statistics will affect the marketability for the Subject. Additionally, the property has controlled access.

### Summary

The Subject provides housing that represents average quality apartments that are in demand in the area. The site is located within a primarily residential neighborhood in the town of Somersworth. All major shopping, transportation, and recreational amenities are located within a short distance of the Subject. Access to groceries, pharmacy and shopping is convenient.



## **PROJECT DESCRIPTION**

Our description of the Subject is based upon information provided by the developer and the property inspection. We assume the information supplied is accurate.

### **Site Description**

<b>Site Location:</b>	Maple Street Senior Apartments (Subject) located at 191 Maple Street, Somersworth, Strafford County, New Hampshire. The site is located in Census Tract 0830.02.
<b>Existing Improvements:</b>	The Subject consists of one elevator-served three-story residential building containing 37 one-bedroom units and a leasing office, community room, and three laundry rooms. The Subject site is also improved with surface parking. Construction is wood frame on concrete slab foundations with vinyl and flat roof. All structures were built in 2004.
<b>Size:</b>	The site contains 1.03 acres or 44,925 square feet.
<b>Topography:</b>	The site topography is level at curb grade.
<b>Vegetation:</b>	The site has landscaped vegetation.
<b>Proximity to Adverse Conditions:</b>	At this time, we are unaware of any detrimental influences that would impact on the value of the Subject.
<b>Drainage:</b>	Appears adequate, however no specific tests were performed.
<b>Soil and Subsoil Conditions:</b>	We were not provided with soil surveys.
<b>Environmental:</b>	We did not observe any obvious environmental hazards during the site inspection. However, we are not experts within this field.
<b>Zoning:</b>	The Subject is zoned R - Recreational, which does not permit residential uses. The city of Somersworth granted variances to allow for the construction of the Subject. Therefore, the existing property represents a legal nonconforming use.
<b>Flood Plain:</b>	According to the Flood Insights Map Number 33017C0310E, dated September 30, 2015, the Subject is largely located in Zone X. This zone is determined to be outside the 100- and 500-year flood plain.

# KVG

Kinetic Valuation Group

**Photographs:**

Subject photos are included in the Addenda.

**Location Map:**

The map below illustrates the location of the Subject.





Kinetic Valuation Group

**IMPROVEMENT CHARACTERISTICS**

The Subject consists of one elevator-served three-story residential building containing 37 one-bedroom units and a leasing office, community room, and three laundry rooms. The Subject site is also improved with surface parking. The Subject was originally constructed in 2004. The property currently operates as a LIHTC/Section 8 property.

**Unit Mix:**

At the time of inspection, the Subject was 100 percent occupied and had a waiting list of over 100 households. The table below illustrates the Subject's current asking/contract rents.

Unit Mix, Size, Rents						
Unit Type	Number	Unit Size	Net Rents	Utility Allowance	Gross Rents	2020 Max Allowable LIHTC Rents
<b>60% AMI/Section 8</b>						
1BR/1BA	37	675	\$1,116	\$0	\$1,116	\$1,144
<b>Total</b>	<b>37</b>					

**Target Population and  
Occupancy Type:**

The Subject targets senior households consisting of one to two persons.

**Parking:**

The Subject offers surface with a total of 37 surface spaces.

**Utility Structure:**

The landlord is responsible all utilities including gas heating and hot water, electricity including cooling, cooking, and lights as well as cold water, sewer, and trash expenses.

# KVG

Kinetic Valuation Group

## Amenities Table:

The Subject's amenities are detailed in the following table. Transportation, meals, health care assistance, and housekeeping amenities are available to the tenants at an additional charge of five percent of their income.

Unit Amenities:		Property Amenities:	
Central Heat/Cool	WALL	Community Room	✓
Blinds	✓	Swimming Pool	□
Carpet	✓	Spa/Jacuzzi	□
Ceiling Fan	□	Exercise Room	□
Skylight	□	Courtyard/Picnic Area	□
Storage Closet	□	Playground	□
Coat Closet	✓	Tennis Court	□
Walk-In Closet	✓	Basketball Court	□
Fireplace	□	Volleyball Court	□
Patio/Balcony	□	On-Site Manager	✓
Appliances:		Laundry Room	✓
		Computer Room	□
		Business Center	□
		Car Wash Area	□
		Elevator ("Y" es or "N" o)	Y
		Additional Services- In-unit alarm, service coordinator, transportation, meals, cable	✓
Parking:		Security:	
Surface Parking	✓	Gated	✓
Carport	□	Courtesy Patrol	□
Underground	□	Surveillance Cameras	□
Detached Garage	□		
Attached Garage	□		
Tuck-under Garage	□		
Parking Garage	□		

## Deferred Maintenance, Functional Obsolescence:

The Subject was constructed in 2004; due to standard maintenance upkeep, limited elements of deferred maintenance exists and there does not appear to be any functional obsolescence.

## Economic Life:

The Subject's physical life and economic life of the improvements is estimated to be 39 years.



Kinetic Valuation Group

**Assessment Value and Taxes:**

The following real estate tax estimate is based upon the interviews with local assessment officials, either in person or via telephone. We do not warrant its accuracy. This is the best understanding of the current system as reported by local authorities.

According to the town of Somersworth Assessor's Office, the Subject has been assigned the following Appraisal Parcel Number: 22-50C-0. The current limited tax rate for the Subject's property's full cash appraised value is \$27.28 percent per \$1,000 of assessed value.

The tax expense for the Subject in 2019 was \$84,142 or \$2,274 per unit. Taxes over the past three years ranged from \$1,419 to \$2,274 per unit with an average of \$1,709 per unit. Taxes will be based off the current tax bill and historical tax expenses.

**Conclusion:**

The Subject is an existing LIHTC/Section 8 senior apartment community located in Somersworth, New Hampshire that provides average quality housing units.



**Assessment Value and Taxes**

The following real estate tax estimate is based upon the interviews with local assessment officials, either in person or via telephone. We do not warrant its accuracy. This is the best understanding of the current system as reported by local authorities.

According to the town of Somersworth Assessor's Office, the Subject has been assigned the following Appraisal Parcel Number: 22-50C-0. Properties are assessed at 100 percent of market value. Market value is determined through a number of methods, including the income approach if information is available. Properties are reassessed every five years, 2019 was a revaluation year in which all properties were increased to market value.

The current limited tax rate for the Subject's property's full cash appraised value is \$27.28 percent per \$1,000 of assessed value. The Subject does not have any tax exemptions. The tax expense for the Subject in 2019 was \$84,142 or \$2,274 per unit. Taxes over the past three years ranged from \$1,419 to \$2,274 per unit with an average of \$1,709 per unit. Taxes will be based off the current tax bill and historical tax expenses.



## **HIGHEST AND BEST USE ANALYSIS**

### **HIGHEST AND BEST USE AS VACANT**

#### **Physically Possible**

The Subject site consists of approximately 1.03 acres or 44,925 square feet. The site is an irregularly shaped parcel with level topography. Accessibility and visibility are considered average. The site is considered adequate for a variety of physically possible uses.

#### **Legally Permissible**

The Subject is zoned R - Recreational, which does not permit residential uses; however, the regulatory agreements restrict the land to its current use; therefore, 37 units appear reasonable.

#### **Financially Feasible**

The cost of the land limits those uses that are financially feasible for the site. Any use of the Subject site that provides a financial return to the land in excess of the cost of the land is those uses that are financially feasible.

The Subject's feasible uses are restricted to those that are allowed by zoning classifications, and are physically possible. As noted in the zoning section, the site can be used for apartment uses. Given the Subject's surrounding land uses, the site's physical attributes, development patterns in the area, and demand, apartment residential is considered the most likely use.

#### **Maximally Productive**

Based upon our analysis, new construction of apartment housing is financially. Therefore, the maximally productive use of this site as if vacant would be to construct a residential apartment property.

#### **Conclusion Highest and Best Use "As Vacant"**

The value of the project supports feasibility. Based upon our analysis, new construction of multifamily housing is financially feasible. Therefore, the maximally productive use of these sites as if vacant would be to construct a multifamily residential complex.

#### **Highest and Best Use "As Improved"**

The Subject is an existing stabilized senior apartment development. The project was constructed in 2004 with LIHTC restrictions. There are no alternatives that would provide a greater return on and of capital invested. The Subject's highest and best use as improved is continuation of the existing use as a rental development.



## **APPRAISAL METHODOLOGY**

The valuation process begins with an estimate of the highest and best use of the Subject property considered as though vacant, and as improved. Once determined the property is then valued according to its highest and best use. Contemporary appraisers usually gather and process data according to the discipline of the three approaches to value.

The cost approach consists of a summation of land value (as though vacant) and the cost to reproduce or replace the improvements, less appropriate deductions for depreciation. Reproduction cost is the cost to construct a replica of the Subject improvements. Replacement cost is the cost to construct improvements having equal utility.

The sales comparison approach involves a comparison of the appraised property with similar properties that have sold recently. When properties are not directly comparable, sale prices may be broken down into units of comparison, which are then applied to the Subject for an indication of its likely selling price.

The income capitalization approach involves an analysis of the investment characteristics of the property under valuation. The earnings' potential of the property is carefully estimated and converted into an estimate of the property's market value.

### **APPLICABILITY TO THE SUBJECT PROPERTY**

The cost approach consists of a summation of land value (as though vacant) and the cost to replace the improvements, less appropriate deductions for depreciation. Replacement cost is the cost to construct improvements having equal utility. This valuation technique is not typically undertaken for properties of similar vintage since we do not anticipate the approach yields a reliable indication of value for the Subject property. This is primarily attributable to the age and condition of the improvements, and the attendant difficulty in accurately estimating accrued physical depreciation as well as the lack of recent multifamily land sales in the Subject's market area. Moreover, apartment purchasers do not typically use cost principles in pricing properties of the Subject's age. The cost approach is not a component of this assignment.

In the sales comparison approach, appraisers estimate the value of a property by comparing it with similar, recently sold properties in surrounding or competing areas. Inherent in this approach is the principle of substitution, which holds that when a property is replaceable in the market, its value tends to be set at the cost of acquiring an equally desirable substitute property, assuming that no costly delay is encountered in making the substitution. We have utilized regionally located multifamily sales with an EGIM (Effective Gross Income Multiplier) analysis.

The income capitalization approach requires an estimation of the anticipated economic benefits of ownership, gross and net incomes, and capitalization of these estimates into an indication of value using investor yield or return requirements. Yield requirements reflect the expectations of investors in terms of property performance, risk and alternative investment possibilities. The Subject is an income producing property and this is considered to be the best method of valuation. A direct capitalization technique is utilized.



## **INCOME CAPITALIZATION APPROACH**

### **INTRODUCTION**

The Income Capitalization Approach to value is based upon the premise that the value of an income-producing property is largely determined by the ability of the property to produce future economic benefits. The value of such a property to the prudent investor lies in anticipated annual cash flows and an eventual sale of the property. An estimate of the property's market value is derived via the capitalization of these future income streams.

It is important to note that the projections of income and expenses are based on the basic assumption that the apartment building will be managed and staffed by competent personnel and that the property will be professionally advertised and promoted.

Analysis of historic operating expense data demonstrates the property has operated on a positive cash flow basis, and demonstrates expenses generally in line with comparable properties. We analyzed and presented historical expenses.

### **ECONOMIC RENT ANALYSIS**

We performed a competitive rental analysis of the local market. Analysis of the comparable properties is included in this section.

#### **Comparable Properties**

Possible comparables were determined from multiple resources including online research, subscription databases, interviewing property management companies and on-site management, and driving the market area. We performed an extensive search for comparable LIHTC and market rate properties with similar type, size, age, condition, and location. Those deemed most similar in these areas and containing the appropriate unit mix were selected for use as a comparable property within this report.

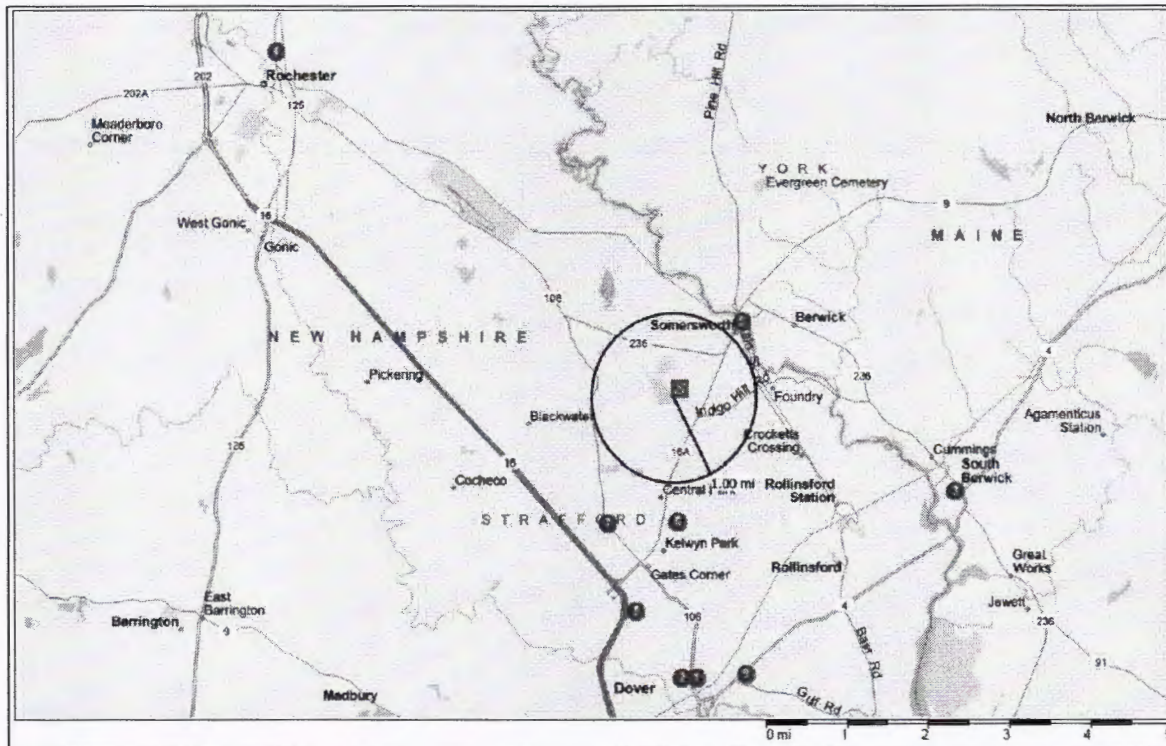
Unit sizes are reported on a net basis for comparable properties, which is the typical basis reported within the apartment industry. Additionally, unit size may not be reflective of the appeal of the unit; an example being two apartments with differing floor plans wherein the smaller size unit may appear to be larger to the observer due to floor plan layout and lighting.

Provided on the following pages are a summary of the comparables, individual comparable property summaries, and maps showing the location of the comparable properties in relation to the Subject.

# KVG

Kinetic Valuation Group


## Rent Comparables Map - Overview



Comparable Properties				
Comp #	Comparable Name	Street Address	City, State	Rent Structure Proximity from Subject (miles)
1	Woodbury Mills Apartments	1 Dover Street	Dover, NH	LIHTC 3.39 miles
2	Bradley Commons Apartments	577 Central Avenue	Dover, NH	LIHTC 3.40 miles
3	Young Street Apartments	29 Young Street	South Berwick, ME	LIHTC 3.67 miles
4	Arthur H. Nickless Jr. Housing for Elderly	19 Glenwood Avenue	Rochester, NH	LIHTC 6.31 miles
5	Canal Street Mill Apartments	36 Canal Street	Somersworth, NH	Market 1.20 miles
6	Tara Meadows Apartments	731 Tri City Road	Somersworth, NH	Market 1.50 miles
7	Winchester Arms Apartments	47 New Rochester Road	Dover, NH	Market 1.71 miles
8	Princeton Dover Apartments	5 Princeton Way	Dover, NH	Market 2.60 miles
9	Royal Oak Apartments	149 Portland Avenue	Dover, NH	Market 3.45 miles



Rent Survey Summary									
No.	Project/ Proximity	Type/ Yr. Built	Market/ Subsidy	Bed/ Bath/AMI Level	Size (SF)	Units	Rent (Ask)	Units Vacant	Vacancy Rate
1	Woodbury Mills Apartments 1 Dover Street Dover, NH 3.39 miles	Midrise (5 Story) 2014	LIHTC	1/1.0/50%	690	4	\$930	0	0.0%
				1/1.0/60%	690	5	\$930	0	0.0%
				2/1.0/50%	885	12	\$1,072	0	0.0%
				2/1.0/60%	885	13	\$1,301	0	0.0%
				3/1.0/50%	985	4	\$1,235	0	0.0%
				3/1.0/60%	985	4	\$1,500	0	0.0%
				<b>Total</b>		<b>42</b>		<b>0</b>	<b>0.0%</b>
2	Bradley Commons Apartments 577 Central Avenue Dover, NH 3.40 miles	Midrise (3 Story) 2017	LIHTC	1/1.0/50%	640	11	\$893	0	0.0%
				1/1.0/60%	640	11	\$1,084	0	0.0%
				2/1.0/50%	850	8	\$1,072	0	0.0%
				2/1.0/60%	850	7	\$1,301	0	0.0%
				3/1.0/50%	1,116	1	\$1,235	0	0.0%
				3/1.0/60%	1,116	1	\$1,500	0	0.0%
				<b>Total</b>		<b>39</b>		<b>0</b>	<b>0.0%</b>
3	Young Street Apartments 29 Young Street South Berwick, ME 3.67 miles	Garden (3 Story) 2015	LIHTC	1/1.0/50%	680	14	\$800	0	0.0%
				1/1.0/60%	680	14	\$1,000	0	0.0%
				2/1.0/60%	718	48	\$1,200	0	0.0%
				<b>Total</b>		<b>76</b>		<b>0</b>	<b>0.0%</b>
4	Arthur H. Nickless Jr. Housing for Elderly 19 Glenwood Avenue Rochester, NH 6.31 miles	Garden (3 Story) 2016	LIHTC	1/1.0/50%	750	12	\$745	0	0.0%
				1/1.0/60%	750	12	\$785	0	0.0%
				<b>Total</b>		<b>24</b>		<b>0</b>	<b>0.0%</b>
5	Canal Street Mill Apartments 36 Canal Street Somersworth, NH 1.20 miles	Midrise (4 & 5 Story) 2007	Market	Studio/1.0	494	22	\$1,100	0	0.0%
				Studio/1.0 Loft	737	4	\$1,200	0	0.0%
				1/1.0	578	8	\$1,350	0	0.0%
				2/1.0	737	30	\$1,400	0	0.0%
				<b>Total</b>		<b>64</b>		<b>0</b>	<b>0.0%</b>
6	Tara Meadows Apartments 731 Tri City Road Somersworth, NH 1.50 miles	Garden (3 Story) 1976/2010	Market	Studio/1.0	460	5	\$1,000	0	0.0%
				1/1.0	600	100	\$1,260	0	0.0%
				2/1.0	733	165	\$1,430	1	0.6%
				<b>Total</b>		<b>270</b>		<b>1</b>	<b>0.4%</b>
7	Winchester Arms Apartments 47 New Rochester Road Dover, NH 1.71 miles	Garden (3 Story) 1972/2020	Market	1/1.0	500	66	\$1,100	0	0.0%
				2/1.0	700	78	\$1,175	0	0.0%
				<b>Total</b>		<b>144</b>		<b>0</b>	<b>0.0%</b>
8	Princeton Dover Apartments 5 Princeton Way Dover, NH 2.60 miles	Garden (3 Story) 1975/2015	Market	1/1.0	539	23	\$1,369	0	0.0%
				2/1.0	745	102	\$1,529	0	0.0%
				<b>Total</b>		<b>125</b>		<b>0</b>	<b>0.0%</b>
9	Royal Oak Apartments 149 Portland Avenue Dover, NH 3.45 miles	Garden (2.5 Story) 1970	Market	Studio/1.0	460	31	\$975	0	0.0%
				1/1.0	525	32	\$1,025	0	0.0%
				2/1.0	700	31	\$1,175	1	3.2%
				3/1.0	955	31	\$1,475	0	0.0%
				<b>Total</b>		<b>125</b>		<b>1</b>	<b>0.8%</b>

Comparable #1		Survey Date: 7/13/2020
Property Name	Woodbury Mills Apartments	
Street	1 Dover Street	
City, State	Dover, NH	
County	Strafford	
Phone Number	603-516-0590	
Contact Name	Diana	
Type	Multifamily	
(*M*arket/*L*ow Income)	LIHTC	
Proximity	3.39 miles	
Structure	Midrise (5 Story)	
Section 8 Vouchers	60%	
Yearly Turnover %	10%	
Leasing Pace	30 days	
Waiting List	Yes - 56 HH's	
Concessions	None	
Change in Rent	Increase 2.5% yearly	
Year Built/Renovated	2014	
Comp ID Number	5122	

## Property Description:

Bed/Bath/ AMI	Area (SF)	Units	Rent	Concession (monthly)	Vacant Units	Vacancy Rate
1/1.0/50%	690	4	\$930	\$0	0	0.0%
1/1.0/60%	690	5	\$930	\$0	0	0.0%
2/1.0/50%	885	12	\$1,072	\$0	0	0.0%
2/1.0/60%	885	13	\$1,301	\$0	0	0.0%
3/1.0/50%	985	4	\$1,235	\$0	0	0.0%
3/1.0/60%	985	4	\$1,500	\$0	0	0.0%
Total Units		42			0	0.0%

## Utilities:

	Who Pays Utility?	Gas/Electric G=Gas E=Electric
Other Electric	T	E
Heat	T	G
Water Heat	T	G
Cooking	T	E
Water	L	
Sewer	L	
Trash	L	

## Unit Amenities:

Central Heat/Cool*	<input type="checkbox"/>
Blinds	<input checked="" type="checkbox"/>
Carpet	<input type="checkbox"/>
Ceiling Fan	<input type="checkbox"/>
Skylight	<input type="checkbox"/>
Storage Closet	<input checked="" type="checkbox"/>
Coat Closet	<input checked="" type="checkbox"/>
Walk-In Closet	<input type="checkbox"/>
Fireplace	<input type="checkbox"/>
Patio/Balcony	<input type="checkbox"/>

## Appliances:

Refrigerator	<input checked="" type="checkbox"/>
Stove/Oven	<input checked="" type="checkbox"/>
Dishwasher	<input checked="" type="checkbox"/>
Garbage Disposal	<input checked="" type="checkbox"/>
Microwave	<input type="checkbox"/>
Washer/Dryer	<input type="checkbox"/>
Washer/Dryer Hook-up	<input type="checkbox"/>

## Property Amenities:

Community Room	<input checked="" type="checkbox"/>
Swimming Pool	<input type="checkbox"/>
Spa/Jacuzzi	<input type="checkbox"/>
Exercise Room	<input type="checkbox"/>
Picnic Area	<input type="checkbox"/>
Playground	<input type="checkbox"/>
Tennis Court	<input type="checkbox"/>
Basketball Court	<input type="checkbox"/>
Volleyball Court	<input type="checkbox"/>
On-Site Manager	<input type="checkbox"/>
Laundry Room	<input checked="" type="checkbox"/>
Computer Room	<input type="checkbox"/>
Business Center	<input type="checkbox"/>
Car Wash Area	<input type="checkbox"/>
Additional Services	<input type="checkbox"/>
Elevator (*Y'es or *N'o)	Y

## Parking:

Surface Parking	<input checked="" type="checkbox"/>
Carport	<input type="checkbox"/>
Underground	<input type="checkbox"/>
Detached Garage	<input type="checkbox"/>
Attached Garage	<input type="checkbox"/>
Tuck-under Garage	<input type="checkbox"/>
Parking Garage	<input type="checkbox"/>


## Security:

Gated/Controlled Access/Intercom	<input checked="" type="checkbox"/>
Courtesy Patrol	<input type="checkbox"/>
Surveillance Cameras	<input checked="" type="checkbox"/>

\* See Notes

## Notes:

Central air conditioning is available for \$150 per year. Management was unable to verify unit breakdown; therefore, the units have been split evenly. The property reported no effects due to COVID-19.

Comparable #2		Survey Date: 7/13/2020					
Property Name	Bradley Commons Apartments						
Street	577 Central Avenue						
City, State	Dover, NH						
County	Strafford						
Phone Number	603-516-0590						
Contact Name	Diana						
Type	Multifamily						
("M"arket/"L"ow Income)	LIHTC						
Proximity	3.40 miles						
Structure	Midrise (3 Story)						
HCV Tenants	50%						
Yearly Turnover %	5%						
Leasing Pace	2 weeks						
Waiting List	Yes - 72 HH's						
Concessions	None						
Change in Rent	Increase 3% yearly						
Year Built/Renovated	2017						
Comp ID Number	5123						
<b>Property Description:</b>							
Bed/Bath/AMI	Area (SF)	Units	Rent	Concession (monthly)	Vacant Units	Vacancy Rate	
1/1.0/50%	640	11	\$893	\$0	0	0.0%	
1/1.0/60%	640	11	\$1,084	\$0	0	0.0%	
2/1.0/50%	850	8	\$1,072	\$0	0	0.0%	
2/1.0/60%	850	7	\$1,301	\$0	0	0.0%	
3/1.0/50%	1,116	1	\$1,235	\$0	0	0.0%	
3/1.0/60%	1,116	1	\$1,500	\$0	0	0.0%	
Total Units		39			0	0.0%	
<b>Utilities:</b>				<b>Unit Amenities:</b>		<b>Appliances:</b>	
	Who Pays Utility?	Gas/Electric G=Gas E=Electric					
Other Electric	T	E	Central Heat/Cool*	<input type="checkbox"/>	Refrigerator	<input checked="" type="checkbox"/>	
Heat	T	G	Blinds	<input checked="" type="checkbox"/>	Stove/Oven	<input checked="" type="checkbox"/>	
Water Heat	T	G	Carpet	<input checked="" type="checkbox"/>	Dishwasher	<input checked="" type="checkbox"/>	
Cooking	T	E	Ceiling Fan	<input type="checkbox"/>	Garbage Disposal	<input type="checkbox"/>	
Water	L		Skylight	<input type="checkbox"/>	Microwave	<input type="checkbox"/>	
Sewer	L		Storage Closet	<input checked="" type="checkbox"/>	Washer/Dryer	<input type="checkbox"/>	
Trash	L		Coat Closet	<input checked="" type="checkbox"/>	Washer/Dryer Hook-up	<input type="checkbox"/>	
			Walk-In Closet	<input type="checkbox"/>			
			Fireplace	<input type="checkbox"/>			
			Patio/Balcony	<input type="checkbox"/>			
<b>Property Amenities:</b>				<b>Parking:</b>			
			Community Room	<input checked="" type="checkbox"/>	Surface Parking	<input checked="" type="checkbox"/>	
			Swimming Pool	<input type="checkbox"/>	Carport	<input type="checkbox"/>	
			Spa/Jacuzzi	<input type="checkbox"/>	Underground	<input type="checkbox"/>	
			Exercise Room	<input type="checkbox"/>	Detached Garage	<input type="checkbox"/>	
			Picnic Area	<input type="checkbox"/>	Attached Garage	<input type="checkbox"/>	
			Playground	<input type="checkbox"/>	Tuck-under Garage	<input type="checkbox"/>	
			Tennis Court	<input type="checkbox"/>	Parking Garage	<input type="checkbox"/>	
			Basketball Court	<input type="checkbox"/>			
			Volleyball Court	<input type="checkbox"/>			
			On-Site Manager	<input type="checkbox"/>			
			Laundry Room	<input checked="" type="checkbox"/>			
			Computer Room	<input type="checkbox"/>			
			Business Center	<input type="checkbox"/>			
			Car Wash Area	<input type="checkbox"/>			
			Additional Services	<input type="checkbox"/>			
			Elevator ("Y"es or "N"o)	<input checked="" type="checkbox"/>			
<b>* See Notes</b>				<b>Security:</b>			
<b>Notes:</b>				Gated/Controlled Access/Intercom			
One-bedroom units range in size up to 715 square feet, with no effect on rent. Central air conditioning is available for \$150 per year. The property has controlled access. Management was unable to verify unit breakdown; therefore, the units have been split evenly. The property reported no effects due to COVID-19.				Courtesy Patrol			
				Surveillance Cameras			

## Comparable #3

Survey Date: 7/7/2020

Property Name Young Street Apartments  
 Street 29 Young Street  
 City, State South Berwick, ME  
 County York  
 Phone Number 800-339-6516  
 Contact Name Army  
 Type Senior  
 ("M"arket/"L"ow Income) LIHTC  
 Proximity 3.67 miles  
 Structure Garden (3 Story)  
 HCV Tenants N/A  
 Yearly Turnover % N/A  
 Leasing Pace N/A  
 Waiting List N/A  
 Concessions None  
 Change in Rent N/A  
 Year Built/Renovated 2015  
 Comp ID Number 5194



## Property Description:

Bed/Bath/ AMI	Area (SF)	Units	Rent	Concession (monthly)	Vacant Units	Vacancy Rate
1/1.0/50%	680	14	\$800	\$0	0	0.0%
1/1.0/60%	680	14	\$1,000	\$0	0	0.0%
2/1.0/60%	718	48	\$1,200	\$0	0	0.0%
Total Units		76			0	0.0%

## Utilities:

	Who Pays Utility?	Gas/Electric G=Gas E=Electric
Other Electric	L	E
Heat	L	E
Water Heat	L	E
Cooking	L	E
Water	L	
Sewer	L	
Trash	L	

## Unit Amenities:

Central Heat/Cool	<input type="checkbox"/>
Blinds	<input checked="" type="checkbox"/>
Carpet	<input checked="" type="checkbox"/>
Ceiling Fan	<input checked="" type="checkbox"/>
Skylight	<input type="checkbox"/>
Storage Closet	<input type="checkbox"/>
Coat Closet	<input checked="" type="checkbox"/>
Walk-In Closet	<input type="checkbox"/>
Fireplace	<input type="checkbox"/>
Patio/Balcony	<input type="checkbox"/>

## Appliances:

Refrigerator	<input checked="" type="checkbox"/>
Stove/Oven	<input checked="" type="checkbox"/>
Dishwasher	<input type="checkbox"/>
Garbage Disposal	<input type="checkbox"/>
Microwave	<input type="checkbox"/>
Washer/Dryer	<input type="checkbox"/>
Washer/Dryer Hook-up	<input type="checkbox"/>

## Property Amenities:

Community Room	<input checked="" type="checkbox"/>
Swimming Pool	<input type="checkbox"/>
Spa/Jacuzzi	<input type="checkbox"/>
Exercise Room	<input type="checkbox"/>
Picnic Area	<input checked="" type="checkbox"/>
Playground	<input type="checkbox"/>
Tennis Court	<input type="checkbox"/>
Basketball Court	<input type="checkbox"/>
Volleyball Court	<input type="checkbox"/>
On-Site Manager	<input type="checkbox"/>
Laundry Room	<input checked="" type="checkbox"/>
Computer Room	<input type="checkbox"/>
Business Center	<input type="checkbox"/>
Car Wash Area	<input type="checkbox"/>
Additional Services	<input type="checkbox"/>
Elevator ("Y"es or "N"o)	Y

## Parking:

Surface Parking	<input checked="" type="checkbox"/>
Carport	<input type="checkbox"/>
Underground	<input type="checkbox"/>
Detached Garage	<input type="checkbox"/>
Attached Garage	<input type="checkbox"/>
Tuck-under Garage	<input type="checkbox"/>
Parking Garage	<input type="checkbox"/>

## Security:

Gated/Controlled Access/Intercom	<input type="checkbox"/>
Courtesy Patrol	<input type="checkbox"/>
Surveillance Cameras	<input type="checkbox"/>

## Notes:

The property reported no effects due to COVID-19.

## Comparable #4

Survey Date: 7/7/2020

Property Name Arthur H. Nickless Jr. Housing for Elderly  
 Street 19 Glenwood Avenue  
 City, State Rochester, NH  
 County Strafford  
 Phone Number 603-330-0379  
 Contact Name Barbara  
 Type Senior  
 ("Market"/"Low Income") LIHTC  
 Proximity 6.31 miles  
 Structure Garden (3 Story)  
 HCV Tenants 75%  
 Yearly Turnover % 1%  
 Leasing Pace 30 days  
 Waiting List Yes - 5 HH's  
 Concessions None  
 Change in Rent None  
 Year Built/Renovated 2016  
 Comp ID Number 5124



## Property Description:

Bed/Bath/ AMI	Area (SF)	Units	Rent	Concession (monthly)	Vacant Units	Vacancy Rate
1/1.0/50%	750	12	\$745	\$0	0	0.0%
1/1.0/60%	750	12	\$785	\$0	0	0.0%
Total Units		24			0	0.0%

## Utilities:

	Who Pays Utility?	Gas/Electric G=Gas E=Electric
Other Electric	T	E
Heat	T	G
Water Heat	T	G
Cooking	T	E
Water	L	
Sewer	L	
Trash	L	

## Unit Amenities:

Central Heat/Cool  
 Blinds  
 Carpet  
 Ceiling Fan  
 Skylight  
 Storage Closet  
 Coat Closet  
 Walk-In Closet  
 Fireplace  
 Patio/Balcony

WALL
<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input checked="" type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>

## Appliances:

Refrigerator  
 Stove/Oven  
 Dishwasher  
 Garbage Disposal  
 Microwave  
 Washer/Dryer  
 Washer/Dryer Hook-up

<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>

## Property Amenities:

Community Room  
 Swimming Pool  
 Spa/Jacuzzi  
 Exercise Room  
 Picnic Area  
 Playground  
 Tennis Court  
 Basketball Court  
 Volleyball Court  
 On-Site Manager  
 Laundry Room  
 Computer Room  
 Business Center  
 Car Wash Area  
 Additional Services\*  
 Elevator ("Y"es or "N"o)

<input checked="" type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>

## Parking:

Surface Parking  
 Carport  
 Underground  
 Detached Garage  
 Attached Garage  
 Tuck-under Garage  
 Parking Garage

<input checked="" type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>

## Security:


Gated/Controlled Access/Intercom  
 Courtesy Patrol  
 Surveillance Cameras

<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>

\* See Notes

## Notes:

This property has a service coordinator. The property reported no effects due to COVID-19.

Comparable #5		Survey Date: 7/8/2020
Property Name	Canal Street Mill Apartments	
Street	36 Canal Street	
City, State	Somersworth, NH	
County	Strafford	
Phone Number	603-749-3355	
Contact Name	Lawrence	
Type	Multifamily	
("M"arket/"L"ow Income)	Market	
Proximity	1.20 miles	
Structure	Midrise (4 & 5 Story)	
HCV Tenants	Yes - N/A	
Yearly Turnover %	5%	
Leasing Pace	7-10 days	
Waiting List	Yes - 22 HH's	
Concessions	None	
Change in Rent	None in 2020	
Year Built/Renovated	2007	
Comp ID Number	5129	

## Property Description:

Bed/Bath	Area (SF)	Units	Rent	Concession (monthly)	Vacant Units	Vacancy Rate
Studio/1.0	494	22	\$1,100	\$0	0	0.0%
Studio/1.0 Loft	737	4	\$1,200	\$0	0	0.0%
1/1.0	578	8	\$1,350	\$0	0	0.0%
2/1.0	737	30	\$1,400	\$0	0	0.0%
Total Units		64			0	0.0%

## Utilities:

Who Pays Utility?	Gas/Electric
	G=Gas E=Electric
Other Electric	T
Heat*	L
Water Heat*	L
Cooking	T
Water	L
Sewer	L
Trash	L

## Unit Amenities:

Central Heat/Cool	WALL
Blinds	<input checked="" type="checkbox"/>
Carpet	<input checked="" type="checkbox"/>
Ceiling Fan	<input checked="" type="checkbox"/>
Skylight	<input type="checkbox"/>
Storage Closet	<input type="checkbox"/>
Coat Closet	<input checked="" type="checkbox"/>
Walk-In Closet*	<input type="checkbox"/>
Fireplace	<input type="checkbox"/>
Patio/Balcony*	<input type="checkbox"/>

## Appliances

Refrigerator	<input checked="" type="checkbox"/>
Stove/Oven	<input checked="" type="checkbox"/>
Dishwasher	<input checked="" type="checkbox"/>
Garbage Disposal	<input checked="" type="checkbox"/>
Microwave	<input type="checkbox"/>
Washer/Dryer	<input type="checkbox"/>
Washer/Dryer Hook-up	<input checked="" type="checkbox"/>

## Property Amenities:

Community Room	<input checked="" type="checkbox"/>
Swimming Pool	<input type="checkbox"/>
Spa/Jacuzzi	<input type="checkbox"/>
Exercise Room	<input checked="" type="checkbox"/>
Picnic Area	<input checked="" type="checkbox"/>
Playground	<input type="checkbox"/>
Tennis Court	<input type="checkbox"/>
Basketball Court	<input type="checkbox"/>
Volleyball Court	<input type="checkbox"/>
On-Site Manager	<input type="checkbox"/>
Laundry Room	<input checked="" type="checkbox"/>
Computer Room	<input type="checkbox"/>
Business Center	<input type="checkbox"/>
Car Wash Area	<input type="checkbox"/>
Additional Services	<input type="checkbox"/>
Elevator (*Y"es or "N"o)	Y

## Parking:

Surface Parking	<input checked="" type="checkbox"/>
Carport	<input type="checkbox"/>
Underground	<input type="checkbox"/>
Detached Garage	<input type="checkbox"/>
Attached Garage	<input type="checkbox"/>
Tuck-under Garage	<input type="checkbox"/>
Parking Garage	<input type="checkbox"/>

## Security:

Gated/Controlled Access/Intercom	<input checked="" type="checkbox"/>
Courtesy Patrol	<input type="checkbox"/>
Surveillance Cameras	<input checked="" type="checkbox"/>

\* See Notes

## Notes:

Select one and two-bedroom units have walk-in closets. Bottom floor units have patios. The property has two locations; 36 Canal Street has 50 units and 22 Canal Street has 14 units. Tenants at 22 Canal Street are responsible for electric and gas expenses. Lofts are live/work units. Units range in size up to 1,288; 1,060; 942; and 1,171; and rent up to \$1,350; \$1,300; \$1,475; and \$1,600; from top to bottom, respectively. The property reported no effects due to COVID-19.

Comparable #6		Survey Date: 7/7/2020
Property Name	Tara Meadows Apartments	
Street	731 Tri City Road	
City, State	Somersworth, NH	
County	Strafford	
Phone Number	844-435-9100	
Contact Name	Brian	
Type	Multifamily	
(*M*arket/*L*ow Income)	Market	
Proximity	1.50 miles	
Structure	Garden (3 Story)	
HCV Tenants	None	
Yearly Turnover %	22%	
Leasing Pace	4 days	
Waiting List	None	
Concessions	None	
Change in Rent	Increases yearly	
Year Built/Renovated	1976/2010	
Comp ID Number	5128	



## Property Description:

Bed/Bath	Area (SF)	Units	Rent	Concession (monthly)	Vacant Units	Vacancy Rate
Studio/1.0	460	5	\$1,000	\$0	0	0.0%
1/1.0	600	100	\$1,260	\$0	0	0.0%
2/1.0	733	165	\$1,430	\$0	1	0.6%
Total Units		270			1	0.4%

## Utilities:

	Who Pays Utility?	Gas/Electric G=Gas E=Electric
Other Electric	T	E
Heat	T	G
Water Heat	T	G
Cooking	T	E
Water	L	
Sewer	L	
Trash	L	

## Unit Amenities:

	WALL
Central Heat/Cool	<input checked="" type="checkbox"/>
Blinds	<input checked="" type="checkbox"/>
Carpet	<input checked="" type="checkbox"/>
Ceiling Fan	<input checked="" type="checkbox"/>
Skylight	<input type="checkbox"/>
Storage Closet*	<input type="checkbox"/>
Coat Closet	<input checked="" type="checkbox"/>
Walk-In Closet*	<input type="checkbox"/>
Fireplace	<input type="checkbox"/>
Patio/Balcony	<input checked="" type="checkbox"/>

## Appliances:

Refrigerator	<input checked="" type="checkbox"/>
Stove/Oven	<input checked="" type="checkbox"/>
Dishwasher*	<input type="checkbox"/>
Garbage Disposal	<input checked="" type="checkbox"/>
Microwave	<input type="checkbox"/>
Washer/Dryer	<input type="checkbox"/>
Washer/Dryer Hook-up	<input type="checkbox"/>

## Property Amenities:

Community Room	<input checked="" type="checkbox"/>
Swimming Pool	<input checked="" type="checkbox"/>
Spa/Jacuzzi	<input type="checkbox"/>
Exercise Room	<input checked="" type="checkbox"/>
Picnic Area	<input checked="" type="checkbox"/>
Playground	<input checked="" type="checkbox"/>
Tennis Court	<input checked="" type="checkbox"/>
Basketball Court	<input checked="" type="checkbox"/>
Volleyball Court	<input type="checkbox"/>
On-Site Manager	<input checked="" type="checkbox"/>
Laundry Room	<input checked="" type="checkbox"/>
Computer Room	<input type="checkbox"/>
Business Center	<input checked="" type="checkbox"/>
Car Wash Area	<input type="checkbox"/>
Additional Services	<input type="checkbox"/>
Elevator (*Y*es or *N*o)	<input type="checkbox"/>

## Parking:

Surface Parking	<input checked="" type="checkbox"/>
Carport	<input type="checkbox"/>
Underground	<input type="checkbox"/>
Detached Garage	<input type="checkbox"/>
Attached Garage	<input type="checkbox"/>
Tuck-under Garage	<input type="checkbox"/>
Parking Garage	<input type="checkbox"/>


## Security:

Gated/Controlled Access/Intercom	<input checked="" type="checkbox"/>
Courtesy Patrol	<input type="checkbox"/>
Surveillance Cameras	<input type="checkbox"/>

\* See Notes

## Notes:

Renovations took place in 2010. Based on photos found online, the effective age of the property appears to be 2005. Storage closets are available for \$50 per month. Select units have walk-in closets and dishwashers. One and two-bedroom units range in size up to 880 and 915 square feet. Non-renovated studio, one, and two-bedroom units rent for \$800, 900, and \$1,250, respectively. The property reported no effects due to COVID-19.

Comparable #7		Survey Date: 7/7/2020
Property Name	Winchester Arms Apartments	
Street	47 New Rochester Road	
City, State	Dover, NH	
County	Strafford	
Phone Number	603-742-4363	
Contact Name	Amber	
Type	Multifamily	
(*Market/Low Income)	Market	
Proximity	1.71 miles	
Structure	Garden (3 Story)	
HCV Tenants	N/A	
Yearly Turnover %	N/A	
Leasing Pace	2 weeks	
Waiting List	Yes - N/A	
Concessions	None	
Change in Rent	Increased in 2020	
Year Built/Renovated	1972/2020	
Comp ID Number	5131	

## Property Description:

Bed/Bath	Area (SF)	Units	Rent	Concession (monthly)	Vacant Units	Vacancy Rate
1/1.0	500	66	\$1,100	\$0	0	0.0%
2/1.0	700	78	\$1,175	\$0	0	0.0%
Total Units		144			0	0.0%

## Utilities:

	Who Pays Utility?	Gas/Electric
		G=Gas E=Electric
Other Electric	T	E
Heat	T	E
Water Heat	T	E
Cooking	T	E
Water	L	
Sewer	L	
Trash	L	

## Unit Amenities

Central Heat/Cool*	<input type="checkbox"/>
Blinds	<input checked="" type="checkbox"/>
Carpet	<input checked="" type="checkbox"/>
Ceiling Fan	<input checked="" type="checkbox"/>
Skylight	<input type="checkbox"/>
Storage Closet	<input checked="" type="checkbox"/>
Coat Closet	<input checked="" type="checkbox"/>
Walk-In Closet	<input type="checkbox"/>
Fireplace	<input type="checkbox"/>
Patio/Balcony	<input checked="" type="checkbox"/>

## Appliances

Refrigerator	<input checked="" type="checkbox"/>
Stove/Oven	<input checked="" type="checkbox"/>
Dishwasher	<input checked="" type="checkbox"/>
Garbage Disposal	<input checked="" type="checkbox"/>
Microwave	<input checked="" type="checkbox"/>
Washer/Dryer	<input type="checkbox"/>
Washer/Dryer Hook-up	<input type="checkbox"/>

## Property Amenities

Community Room	<input type="checkbox"/>
Swimming Pool	<input type="checkbox"/>
Spa/Jacuzzi	<input type="checkbox"/>
Exercise Room	<input type="checkbox"/>
Picnic Area	<input type="checkbox"/>
Playground	<input type="checkbox"/>
Tennis Court	<input type="checkbox"/>
Basketball Court	<input type="checkbox"/>
Volleyball Court	<input type="checkbox"/>
On-Site Manager	<input checked="" type="checkbox"/>
Laundry Room	<input checked="" type="checkbox"/>
Computer Room	<input type="checkbox"/>
Business Center	<input type="checkbox"/>
Car Wash Area	<input type="checkbox"/>
Additional Services	<input type="checkbox"/>
Elevator (*Y'es or *N'o)	N

## Parking:

Surface Parking	<input checked="" type="checkbox"/>
Carport	<input type="checkbox"/>
Underground	<input type="checkbox"/>
Detached Garage	<input type="checkbox"/>
Attached Garage	<input type="checkbox"/>
Tuck-under Garage	<input type="checkbox"/>
Parking Garage	<input type="checkbox"/>


## Security:

Gated/Controlled Access/Intercom	<input type="checkbox"/>
Courtesy Patrol	<input type="checkbox"/>
Surveillance Cameras	<input type="checkbox"/>

\* See Notes

## Notes:

Units on the second and third floors have wall air conditioning units. Renovations began in 2020 and 50% of the property has been renovated; therefore, based on online photographs the effective age is estimated at 2010. Upgrades include new appliances, counter tops, cupboards, and flooring. Unit sizes are an average of all. One and two-bedroom units rent up to \$1,150 and \$1,225, respectively, depending on floor level. The property reported no effects due to COVID-19.

Comparable #8		Survey Date: 7/6/2020
Property Name	Princeton Dover Apartments	
Street	5 Princeton Way	
City, State	Dover, NH	
County	Strafford	
Phone Number	603-821-0846	
Contact Name	Gabby	
Type	Multifamily	
("M"arket/"L"ow Income)	Market	
Proximity	2.60 miles	
Structure	Garden (3 Story)	
HCV Tenants	None	
Yearly Turnover %	30%	
Leasing Pace	10 days	
Waiting List	None	
Concessions	None	
Change in Rent	Decreased \$30 in 2020	
Year Built/Renovated	1975/2015	
Comp ID Number	5130	

**Property Description:**

Bed/Bath	Area(SF)	Units	Rent	Concession (monthly)	Vacant Units	Vacancy Rate
1/1.0	539	23	\$1,369	\$0	0	0.0%
2/1.0	745	102	\$1,529	\$0	0	0.0%
<b>Total Units</b>		<b>125</b>			<b>0</b>	<b>0.0%</b>

**Utilities:**

	Who Pays	Gas/Electric
	Utility?	G=Gas E=Electric
Other Electric	T	E
Heat	T	E
Water Heat	L	G
Cooking	L	G
Water	L	
Sewer	L	
Trash	L	

**Unit Amenities:**

Central Heat/Cool*	<input type="checkbox"/>
Blinds	<input checked="" type="checkbox"/>
Carpet	<input checked="" type="checkbox"/>
Ceiling Fan	<input type="checkbox"/>
Skylight	<input type="checkbox"/>
Storage Closet	<input checked="" type="checkbox"/>
Coat Closet	<input type="checkbox"/>
Walk-In Closet	<input type="checkbox"/>
Fireplace	<input type="checkbox"/>
Patio/Balcony	<input type="checkbox"/>

**Appliances:**

Refrigerator	<input checked="" type="checkbox"/>
Stove/Oven	<input checked="" type="checkbox"/>
Dishwasher	<input checked="" type="checkbox"/>
Garbage Disposal	<input checked="" type="checkbox"/>
Microwave	<input type="checkbox"/>
Washer/Dryer	<input type="checkbox"/>
Washer/Dryer Hook-up	<input type="checkbox"/>

**Property Amenities:**

Community Room	<input checked="" type="checkbox"/>
Swimming Pool	<input checked="" type="checkbox"/>
Spa/Jacuzzi	<input type="checkbox"/>
Exercise Room	<input checked="" type="checkbox"/>
Picnic Area	<input checked="" type="checkbox"/>
Playground	<input type="checkbox"/>
Tennis Court	<input type="checkbox"/>
Basketball Court	<input type="checkbox"/>
Volleyball Court	<input type="checkbox"/>
On-Site Manager	<input checked="" type="checkbox"/>
Laundry Room	<input checked="" type="checkbox"/>
Computer Room	<input type="checkbox"/>
Business Center	<input type="checkbox"/>
Car Wash Area	<input type="checkbox"/>
Additional Services*	<input checked="" type="checkbox"/>
Elevator ("Y"es or "N"o)	<input type="checkbox"/>

**Parking:**

Surface Parking	<input checked="" type="checkbox"/>
Carport	<input type="checkbox"/>
Underground	<input type="checkbox"/>
Detached Garage	<input type="checkbox"/>
Attached Garage	<input type="checkbox"/>
Tuck-under Garage	<input type="checkbox"/>
Parking Garage	<input type="checkbox"/>


**Security:**

Gated/Controlled Access/Intercom	<input checked="" type="checkbox"/>
Courtesy Patrol	<input checked="" type="checkbox"/>
Surveillance Cameras	<input checked="" type="checkbox"/>

\* See Notes

**Notes:**

The property was renovated in 2015; based on online photographs the property appears to have an effective age of 2010. Units on the second and third floor have wall air conditioning units. One-bedroom units range in size up to 650 square feet. Rents provided are an average of all. The property has a dog park. Decrease in rent in 2020 was in response to the COVID-19 Pandemic.

Comparable #9		Survey Date: 7/7/2020
Property Name	Royal Oak Apartments	
Street	149 Portland Avenue	
City, State	Dover, NH	
County	Strafford	
Phone Number	603-742-8282	
Contact Name	Karen	
Type	Multifamily	
("M"arket/"L"ow Income)	Market	
Proximity	3.45 miles	
Structure	Garden (2.5 Story)	
HCV Tenants	None	
Yearly Turnover %	25%	
Leasing Pace	2 weeks	
Waiting List	None	
Concessions	None	
Change in Rent	None	
Year Built/Renovated	1970	
Comp ID Number	5132	

## Property Description:

Bed/Bath	Area (SF)	Units	Rent	Concession (monthly)	Vacant Units	Vacancy Rate
Studio/1.0	460	31	\$975	\$0	0	0.0%
1/1.0	525	32	\$1,025	\$0	0	0.0%
2/1.0	700	31	\$1,175	\$0	1	3.2%
3/1.0	955	31	\$1,475	\$0	0	0.0%
Total Units		125			1	0.8%

## Utilities:

	Who Pays	Gas/Electric
	Utility?	G=Gas E=Electric
Other Electric	T	E
Heat	T	G
Water Heat	T	G
Cooking	T	G
Water	T	
Sewer	T	
Trash	T	

## Unit Amenities

	WALL
Central Heat/Cool	<input checked="" type="checkbox"/>
Blinds	<input checked="" type="checkbox"/>
Carpet	<input type="checkbox"/>
Ceiling Fan	<input type="checkbox"/>
Skylight	<input type="checkbox"/>
Storage Closet	<input checked="" type="checkbox"/>
Coat Closet	<input checked="" type="checkbox"/>
Walk-In Closet	<input type="checkbox"/>
Fireplace	<input type="checkbox"/>
Patio/Balcony	<input type="checkbox"/>

## Appliances

Refrigerator	<input checked="" type="checkbox"/>
Stove/Oven	<input checked="" type="checkbox"/>
Dishwasher	<input type="checkbox"/>
Garbage Disposal	<input type="checkbox"/>
Microwave	<input type="checkbox"/>
Washer/Dryer	<input type="checkbox"/>
Washer/Dryer Hook-up	<input type="checkbox"/>

## Property Amenities

Community Room	<input type="checkbox"/>
Swimming Pool	<input type="checkbox"/>
Spa/Jacuzzi	<input type="checkbox"/>
Exercise Room	<input type="checkbox"/>
Picnic Area	<input type="checkbox"/>
Playground	<input type="checkbox"/>
Tennis Court	<input type="checkbox"/>
Basketball Court	<input type="checkbox"/>
Volleyball Court	<input type="checkbox"/>
On-Site Manager	<input checked="" type="checkbox"/>
Laundry Room	<input checked="" type="checkbox"/>
Computer Room	<input type="checkbox"/>
Business Center	<input type="checkbox"/>
Car Wash Area	<input type="checkbox"/>
Additional Services	<input type="checkbox"/>
Elevator ("Y"es or "N"o)	N

## Parking

Surface Parking	<input checked="" type="checkbox"/>
Carport	<input type="checkbox"/>
Underground	<input type="checkbox"/>
Detached Garage	<input type="checkbox"/>
Attached Garage	<input type="checkbox"/>
Tuck-under Garage	<input type="checkbox"/>
Parking Garage	<input type="checkbox"/>

## Security :

Gated/Controlled Access/Intercom	<input type="checkbox"/>
Courtesy Patrol	<input type="checkbox"/>
Surveillance Cameras	<input type="checkbox"/>

\* See Notes

## Notes:

Management reported renovations are made as needed. Based on photos found online, the effective age of the property appears to be 1990. One, two, and three-bedroom apartments range in size up to 625, 785, and 955 square feet, respectively, and rent up to \$1,275, \$1,475, and \$1,617, respectively, depending on size and renovations. Renovations can include hard wood flooring, and new counter tops, cabinets, or appliances. Select units have carpet, patio/balcony, and dishwashers. Management was unable to verify unit breakdown; therefore, the units have been split evenly. The property reported no effects due to COVID-19.

Rent Adjustment Table For Multifamily Projects		
Characteristics	Adjustment	Comment
	<b>Base BR</b>	
Elevator (Yes/No)	\$10	
<b>Tenant Paid Utilities</b>		
Electricity	From U.A.	Use amount from the utility allowance schedule
Heat	From U.A.	Use amount from the utility allowance schedule
Hot Water	From U.A.	Use amount from the utility allowance schedule
Cooking--Power	From U.A.	Use amount from the utility allowance schedule
TV	From U.A.	Use amount from the utility allowance schedule
Water/Sewer/Trash	From U.A.	Use amount from the utility allowance schedule
Sewer	From U.A.	Use amount from the utility allowance schedule
Trash	From U.A.	Use amount from the utility allowance schedule
<b>Unit Amenities</b>		
Central Heat/Cool	\$150	Central VS Wall \$75
Blinds	\$5	
Carpet	\$0	
Ceiling Fan	\$5	
Skylight/Vaulted Cielings	\$10	
Storage Closet	\$50	
Coat Closet	\$0	
Walk-In Closet	\$5	
Fireplace	\$5	
Patio/Balcony	\$5	
<b>Appliances</b>		
Refrigerator	\$20	
Stove/Oven	\$20	
Dishwasher	\$10	
Garbage Disposal	\$0	
Microwave	\$5	
Washer/Dryer	\$25	
Washer/Dryer Connection	\$15	
<b>Parking/Transportation</b>		
Surface Parking	\$5	Compare to off-site parking
Carport	\$10	
Underground Parking	\$40	
Detached Garage	\$40	
Attached Garage	\$40	
Tuck-Under Garage	\$40	
Parking Garage	\$40	
<b>Project Amenities</b>		
Clubhouse/Community Room	\$10	
Swimming Pool	\$10	
Spa/Jacuzzi	\$5	
Exercise Room	\$10	
Picnic Area	\$5	
Tot Lot/Playground	\$5	
Tennis Court	\$5	
Basketball Court	\$5	
Volleyball Court	\$5	
On-Site Manager	\$10	
Laundry Room	\$10	
Computer Room	\$10	
Business Center	\$5	
Car Wash Area	\$5	
<b>Security</b>		
Gated	\$5	
Courtesy Patrol	\$5	
Emergency Pull Cords	\$10	
Intercomm	\$5	
Surveillance Cameras	\$5	

One-Bedroom Market Rate Comparables									
Adjustments Matrix: MKT One-Bedroom		Canal Street Mill Apartments		Tara Meadows Apartments		Winchester Arms Apartments		Princeton Dover Apartments	
	Subject Highest Rent	36 Canal Street		731 Tri City Road		47 New Rochester Road		5 Princeton Way	
		Somersworth, NH		Somersworth, NH		Dover, NH		Dover, NH	
Prepared by: Kinetic Valuation Group		603-749-3355		844-435-9100		603-742-4363		603-821-0846	
		603-742-8282							
	Char	Char	Adj	Char	Adj	Char	Adj	Char	Adj
Type ("M"arket, "L"ow Income)	L	M		M		M		M	
Distance in Miles from Subject		1.20 miles		1.50 miles		1.71 miles		2.60 miles	
Unit Size in SF	675	578		600		500		539	
Base Rent		\$1,350		\$1,260		\$1,100		\$1,369	
Value Ratio (\$/SF)		\$2.34		\$2.10		\$2.20		\$2.54	
# of stories	3	4-5		3		3		3	
Elevator ("Y"es or "N"o)	Y	Y		N	\$10	N	\$10	N	\$10
# of Bedrooms	1	1		1		1		1	
# of Bathrooms	1	1		1		1		1	
Unit Size Adjustment	675	578	\$57	600	\$39	500	\$96	539	\$86
Rent Concessions		None		None		None		None	
Age (built or last renovated) Quality	2004	2007	\$0	1976/2010	\$0	1972/2020	(\$10)	1975/2015	(\$10)
Location	Average	Similar		Similar		Superior	(\$65)	Superior	(\$65)
Utilities Paid by Tenant									
Electricity	L	T	\$46	T	\$46	T	\$46	T	\$46
Heat ("G"as or "E"lectric)	L/G	L/G		T/G	\$75	T/E	\$75	T/E	\$75
Hot Water (G or E)	L/G	L/G		T/G	\$15	T/E	\$15	L/G	
Cooking (G or E)	L/E	T/E	\$12	T/E	\$12	T/E	\$12	L/G	
TV ("C"able or "S"atellite)	L	T	\$20	T	\$20	T	\$20	T	\$20
Water	L	L		L		L		L	
Sewer	L	L		L		L		L	
Trash	L	L		L		L		L	
Unit Amenities									
Central Heat/Cool	WALL	WALL		WALL			\$75		\$75
Blinds	✓	✓		✓		✓		✓	
Carpet	✓	✓		✓		✓		✓	
Ceiling Fan	□	✓	(\$5)	✓	(\$5)	✓	(\$5)	□	
Skylight	□	□		□		□		□	
Storage Closet	□	□		□		□	(\$50)	✓	(\$50)
Coat Closet	✓	✓		✓		✓		□	\$0
Walk-In Closet	✓	□	\$5	□	\$5	□	\$5	□	\$5
Fireplace	□	□		□		□		□	
Patio/Balcony	□	□		✓	(\$5)	✓	(\$5)	□	
Appliances									
Refrigerator	✓	✓		✓		✓		✓	
Stove/Oven	✓	✓		✓		✓		✓	
Dishwasher	□	✓	(\$10)	□		✓	(\$10)	✓	(\$10)
Garbage Disposal	✓	✓		✓		✓		✓	
Microwave	□	□		□		✓	(\$5)	□	
Washer/Dryer	□	□		□		□		□	
Washer/Dryer Hook-ups	□	✓	(\$15)	□		□		□	
Parking/Transportation									
Surface Parking	✓	✓		✓		✓		✓	
Carport	□	□		□		□		□	
Underground Parking	□	□		□		□		□	
Detached Garage	□	□		□		□		□	
Attached Garage	□	□		□		□		□	
Tuck-under Garage	□	□		□		□		□	
Parking Garage	□	□		□		□		□	
Project Amenities									
Clubhouse/Community Room	✓	✓		✓		□	\$10	✓	
Swimming Pool	□	□		✓	(\$10)	□		✓	(\$10)
Spa/Jacuzzi	□	□		□		□		□	
Exercise Room	□	✓	(\$10)	✓	(\$10)	□		□	(\$10)
Picnic Area	□	✓	(\$5)	✓	(\$5)	□		✓	(\$5)
Tot Lot/Playground	□	□		✓	(\$5)	□		□	
Tennis Court	□	□		✓	(\$5)	□		□	
Basketball Court	□	□		✓	(\$5)	□		□	
Volleyball Court	□	□		□		□		□	
On Site Manager	✓	□	\$10	✓		✓		✓	
Laundry Room	✓	✓		✓		✓		✓	
Computer Room	□	□		□		□		□	
Business Center	□	□		✓	(\$5)	□		□	
Car Wash Area	□	□		□		□		□	
Additional Services	✓	□	\$10	□	\$10	□	\$10	✓	\$5
Security									
Gated	✓	✓		✓		□	\$5	✓	
Courtesy Patrol	□	□		□		□		✓	(\$5)
Surveillance Camera	□	✓	(\$5)	□		□		✓	(\$5)
Adjusted Rent		\$1,460		\$1,437		\$1,329		\$1,521	
Minimum	\$1,201								
Maximum	\$1,521								
Average	\$1,390								
Concluded Rent	\$1,425								



## PROPERTY CHARACTERISTICS

Following are relevant property characteristics of comparable properties surveyed:

### Unit Size Adjustments

The Subject and the comparables vary in square footage. Most market observers agree that with all other variables being equal, a larger unit is more desirable than a smaller unit. However, the value of the additional square footage is mitigated to some degree by the similarity in perceived unit function (i.e. a 600 square foot one-bedroom unit functions similarly to a 700 square foot one-bedroom unit) reflective of economies of scale. In other words, there is a diminishing return of value for additional square footage, as each additional square foot does not necessarily equal additional functional utility.

Matched pairs are the preferred method to use for derivation of an adjustment, particularly in the case of differences in square footage. However, no matched pairs were available in the market. Therefore, we have applied a market standard that has been observed in similar markets as follows: the square foot difference between the Comparable and the Subject is divided by four and then multiplied by the rent per square foot of the Comparable. In other words, we are estimating that the additional square footage is worth approximately 25 percent of the rent per square foot in comparison to the base square footage.

### Age & Condition

The Subject was built in 2004 and has received only minor upgrades on an as-needed basis over the years. The property is in average condition; the effective age of the Subject is considered to be consistent with the property's actual age.

The market comparables were built between 1968 and 2005. Based on information obtained from property management and/or online photographs, Comparables 6, 7, 8, and 9 appear to have been moderately renovated/updated over the years. An effective year built was estimated for each of these properties based on information from these sources. Comparable 5 did not report any renovations and online photographs indicate minimal updating has occurred; as such, Comparable 5 is estimated to have an effective age consistent with their actual age.

Adjustments were applied to each comparable based on approximately \$1.00 per year difference between the effective year built of the Subject (2004) and the effective year built of each comparable, rounded to the nearest \$10 increment. The table below outlines the adjustments applied to each comparable

Age & Condition Adjustment				
Comparable	Property Name	Year Built	Effective Year Built	Adjustment
Subject	Maple Street Senior Apartments	2004	2004	-
5	Canal Street Mill Apartments	2007	2007	\$0
6	Tara Meadows Apartments	1976/2010	2005	\$0
7	Winchester Arms Apartments	1972/2020	2010	(\$10)
8	Princeton Dover Apartments	1975/2015	2010	(\$10)
9	Royal Oak Apartments	1970	1990	\$10



### Location

All comparables are located in Somersworth and Dover within similar neighborhoods; however, differences do exist. In order to determine an adjustment, the median contract rent of Somersworth was compared to Dover. The table below displays the analysis and adjustments.

Census Median Contract Rent			
Area	Median Contract Rent	Superior (+)/Inferior (-) to the Subject	Matrix Adjustment
Somersworth	\$925	-	-
Dover	\$991	(\$66)	-\$65

### Utility Structure

The landlord is responsible for all utilities including gas heating and hot water, electricity including cooling, cooking, and lights as well as cold water, sewer, and trash expenses. Tenants are also provided free basic cable. Adjustments have been made to the comparables for the differences in utility structures. These adjustments were based on the Section 8 Utility Allowance schedule obtained from the Portsmouth Housing Authority. A copy of the schedule may be found in the addendum.

Tenants at Comparable 5 are responsible for electricity including lights and cooking; therefore, an upward adjustment was applied to Comparable 5.

Tenants at Comparables 6, 7, and 9 are responsible for electricity, heating, hot water, and cooking expenses; therefore, upward adjustments were applied to Comparables 6, 7, and 9.

Tenants at Comparable 8 are responsible for electricity including lights and heating; therefore, an upward adjustment was applied to Comparables 8.

Tenants at all comparables are responsible for cable expenses; therefore, upward adjustments of \$20 are required for all comparables. The adjustment is based on the actual cost to the landlord to provide the cable, which is approximately \$20 per unit per month.



### MARKET CHARACTERISTICS

Following are relevant market characteristics of comparable properties surveyed:

#### Unit Mix

The unit mix for the Subject and comparable properties summation are shown in the following table. The Subject has one-bedroom units.

Unit Mix				
Unit Type	Total Units (Subject)	Percent (Subject)	Total Units (Comps)	Percent (Comps)
Studio	0	0.0%	62	6.8%
1 BR	37	100.0%	312	34.3%
2 BR	0	0.0%	494	54.3%
3 BR	0	0.0%	41	4.5%
4 BR	0	0.0%	0	0.0%
<b>Total</b>	<b>37</b>	<b>100.0%</b>	<b>909</b>	<b>100.0%</b>

#### Turnover

The table below illustrates the turnover rate reported by each comparable property.

Turnover			
Comp #	Property Name	Rent Structure	Turnover
1	Woodbury Mills Apartments	LIHTC	10%
2	Bradley Commons Apartments	LIHTC	5%
3	Young Street Apartments	LIHTC	N/A
4	Arthur H. Nickless Jr. Housing for Elderly	LIHTC	1%
5	Canal Street Mill Apartments	Market	5%
6	Tara Meadows Apartments	Market	22%
7	Winchester Arms Apartments	Market	N/A
8	Princeton Dover Apartments	Market	30%
9	Royal Oak Apartments	Market	25%
<b>Average Turnover</b>			<b>14%</b>

The comparables illustrate a turnover range from one to 30 percent, with an overall average of 14 percent. Management at Comparables 3 and 7 could not provide turnover percentages and have been excluded from the analysis. The Subject is currently 100 percent occupied and maintains a waiting list of more than 100 households. We estimate average turnover at the Subject should continue to be 15 percent or less, annually.



### Rent History

We were able to obtain rent history for the past year, which is illustrated in the table below.

Rent History			
Comp #	Comparable Name	Rent Structure	Change in Rent
1	Woodbury Mills Apartments	LIHTC	Increase 2.5% yearly
2	Bradley Commons Apartments	LIHTC	Increase 3% yearly
3	Young Street Apartments	LIHTC	N/A
4	Arthur H. Nickless Jr. Housing for Elderly	LIHTC	None
5	Canal Street Mill Apartments	Market	None in 2020
6	Tara Meadows Apartments	Market	Increases yearly
7	Winchester Arms Apartments	Market	Increased in 2020
8	Princeton Dover Apartments	Market	Decreased \$30 in 2020
9	Royal Oak Apartments	Market	None

### Concessions

None of the comparables are offering concessions. Occasional concessions are consistent with ongoing marketing strategies during periods of increased tenant turnover and high vacancy rates. Concessions are considered temporary, and not part of an ongoing marketing strategy within the Subject's market. With demand for affordable units in the PMA, we do not anticipate it will be necessary for the Subject to offer concessions.

### Waiting Lists

In markets with high housing costs and a limited supply of affordable housing, waiting lists are common. A waiting list indicates a strong market with high occupancy and unmet demand. Properties that carry a waiting list typically enjoy easy lease-up on turnover. The table below illustrates the waiting list status at each of the comparables.

Waiting Lists			
Comp #	Property Name	Rent Structure	Waiting List
1	Woodbury Mills Apartments	LIHTC	Yes - 56 HH's
2	Bradley Commons Apartments	LIHTC	Yes - 72 HH's
3	Young Street Apartments	LIHTC	N/A
4	Arthur H. Nickless Jr. Housing for Elderly	LIHTC	Yes - 5 HH's
5	Canal Street Mill Apartments	Market	Yes - 22 HH's
6	Tara Meadows Apartments	Market	None
7	Winchester Arms Apartments	Market	Yes - N/A
8	Princeton Dover Apartments	Market	None
9	Royal Oak Apartments	Market	None

Presently, three of the LIHTC comparables maintain a waiting list. The Subject currently maintains a waiting list of over 100 households, which is anticipated to continue.



### Market Vacancy

The chart below shows overall vacancy rates, as well as vacancy by property at the comparable properties included in the survey.

Vacancy					
Comp #	Property Name	Rent Structure	Total Units	Vacant Units	Vacancy Rate
1	Woodbury Mills Apartments	LIHTC	42	0	0.0%
2	Bradley Commons Apartments	LIHTC	39	0	0.0%
3	Young Street Apartments	LIHTC	76	0	0.0%
4	Arthur H. Nickless Jr. Housing for Elderly	LIHTC	24	0	0.0%
5	Canal Street Mill Apartments	Market	64	0	0.0%
6	Tara Meadows Apartments	Market	270	1	0.4%
7	Winchester Arms Apartments	Market	144	0	0.0%
8	Princeton Dover Apartments	Market	125	0	0.0%
9	Royal Oak Apartments	Market	125	1	0.8%
Average					0.2%

Vacancy rates range from zero to 0.8 percent, with an average of 0.2 percent. The Subject is currently 100 percent occupied. As an affordable property, it is estimated the Subject will continue to maintain a vacancy of 3.0 percent or less.

### Absorption

We were unable to obtain any absorption information from the Comparables included in the report. The Subject is an existing property that is presently stabilized with a waiting list and experiencing minimal turnover; therefore, no ensuing lease-up periods are expected and vacancies that become available are expected to continue to fill quickly.

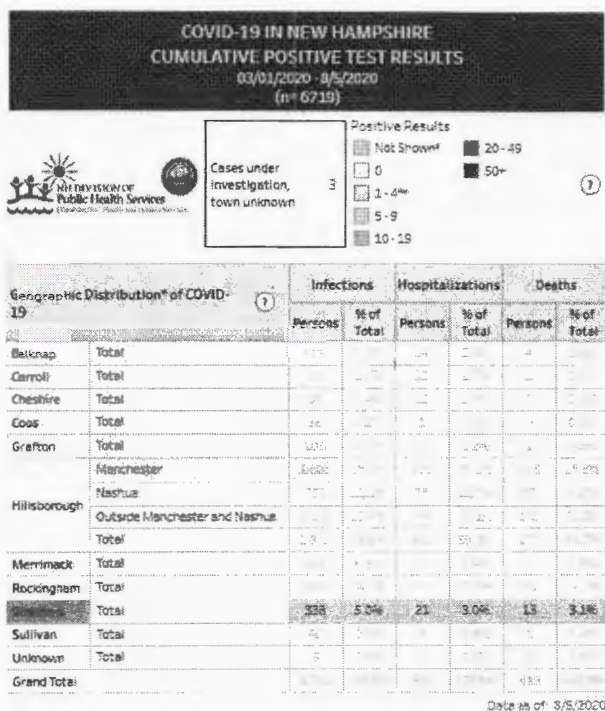
### COVID-19 Pandemic Impact

Management at each property surveyed as research for this report, both excluded properties and comparables utilized, was asked to provide feedback on the effects of COVID-19, as it relates to vacancies, late/deferred payment notices, leasing pace, or overall disruption within the communities. Of those that would comment on the situation, a market rate property reported a decrease in rent due COVID-19. However, the majority of properties that indicated they have not experienced any negative effects from the pandemic at this point. The Subject reported minimal disruptions due to the COVID-19 Pandemic.

According to the New Hampshire Department of Health and Human Services, Strafford County has had 338 cases of COVID-19 of which 325 are recovered. There have been 13 deaths attributed to COVID-19 in the county. Based on the total case numbers, Strafford County represents one percent of all cases in New Hampshire. The current COVID-19 restrictions for the county include an executive order to wear masks in public places. Illustrated below is a COVID-19 Positivity Rate Chart for Strafford County.

# KVG

Kinetic Valuation Group



While the Subject's market benefits from a diverse employment base with many large companies located in the area that should help it navigate through an economic downturn, ultimately, how the Subject's market and other markets across the country perform is heavily reliant on how long the COVID-19 Pandemic and its associated human behaviors, government mandated, or otherwise, last. As the economy continues to work through its phased reopening and if the spread of COVID-19 is able to be kept under control, the market should rebound relatively quickly; however, given there are medical implications associated with this downturn that are difficult to predict; at this time, the overall effect on the local and national economy cannot be determined. The assumptions made in this section regarding absorption, vacancy, rents, etc. assume the economy will return to a similar climate that existed prior to the COVID-19 Pandemic, or at the very least, not significantly worsen from their current state for an extended period of time.

## Achievable Rents

The rents were determined by comparing the aesthetic quality, amenities, unit sizes, etc. to that of the apartment projects in the area. We concluded that the Subject will be competitive with the competition and so achievable rents are similar to rental range. Achievable rents represent net rent levels that we believe a project of the Subject's condition and quality could reasonably achieve.

Achievable Rents		Achievable Rents	
Unit Type	Market Rent	Unit Type	Market Rent
1BR/1BA	\$1,425	1BR/1BA	\$1,425

In conclusion of achievable rents, primary weight is given to Comparables 5 and 6 due to their similar condition and location. Secondary weight is given to the remaining comparables.



### Potential Gross Income

The Subject's current contract rents are below the achievable market rate rents in the area. Rationally, a potential buyer would take the property through HUD's mark up to market program and contract rents would be increased; as such, the potential gross income will be based on the achievable market rents.

Achievable Restricted Rents Potential Income			
Unit Type	No. Units	Rents	Annual Revenue
Section 8			
1BR/1BA	37	\$1,425	\$632,700
<b>Total</b>	<b>37</b>		<b>\$632,700</b>

### Other Income

In addition to rental income produced from the apartment units, we must also consider any income that will be generated from amenities. Such income can vary significantly from property to property, depending upon the project class, amenities offered, and whether or not management has elected to separate amenity charges from the basic apartment rates. In this instance, there are no known amenity charges to the base rental rates. Therefore, other income includes such items as laundry and vending, NSF fees, forfeited deposits and credit report fees.

Historical other income ranged from \$689 to \$756 per unit. Expense comparables ranged from \$360 to \$1,623 per unit. Weight was placed on the historicals; forecast other income is \$725 per unit or \$26,825 annually.

### Vacancy and Collection Loss

The Subject's historical expenses did not indicate a vacancy allowance. At the time of the inspection, the Subject was 100 percent occupied and property management has indicated the Subject has historically maintained low turnover. Taking into consideration typical losses due to concessions, bad debt or lack of collections, a stabilized vacancy and collection loss of 3.0 percent will be used for the analysis. This will be deducted from potential gross income.

### Operating Expense Analysis

Typical deductions from the calculated Effective Gross Income fall into three categories on real property: fixed, variable, and non-operating expenses. The Subject's historical operating expenses for fiscal years 2017, 2018, and 2019. Three LIHTC comparables have been analyzed as well. These sources were relied upon in creating the operating expense forecast. A summary of the expense data is provided on the following page and summary of expenses follows.



### Subject's Historical Income and Operating Expenses

Project	Subject		Subject		Subject	
	2019 Actual		2018 Actual		2017 Actual	
Number of Units	37		37		37	
	Subject	Amount	Subject	Amount	Subject	Amount
Total Rental Income	\$ 13,293	\$ 491,843	\$ 12,572	\$ 465,162	\$ 11,951	\$ 442,169
Vacancy	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Income	\$ 728	\$ 26,939	\$ 689	\$ 25,498	\$ 756	\$ 27,971
Total Revenues	\$ 14,021	\$ 518,782	\$ 13,261	\$ 490,660	\$ 12,706	\$ 470,140
Operating Expenses	Per Unit	Total	Per Unit	Total	Per Unit	Total
Administration	\$ 965	\$ 35,722	\$ 859	\$ 31,792	\$ 923	\$ 34,167
Maintenance and Repairs	\$ 1,191	\$ 44,050	\$ 1,164	\$ 43,062	\$ 1,288	\$ 47,643
Management Fee	\$ 564	\$ 20,884	\$ 519	\$ 19,197	\$ 512	\$ 18,944
Payroll	\$ 2,682	\$ 99,232	\$ 2,568	\$ 95,016	\$ 2,536	\$ 93,837
Utilities Total	\$ 1,434	\$ 53,065	\$ 1,437	\$ 53,155	\$ 1,477	\$ 54,667
Property & Liability Ins.	\$ 352	\$ 13,013	\$ 347	\$ 12,821	\$ 354	\$ 13,114
Real Estate and Other Taxes	\$ 2,274	\$ 84,142	\$ 1,433	\$ 53,012	\$ 1,419	\$ 52,504
Replacement Reserves	\$ 200	\$ 7,400	\$ 200	\$ 7,400	\$ 200	\$ 7,400
Total Operating Expenses	\$ 9,662	\$ 357,508	\$ 8,526	\$ 315,455	\$ 8,710	\$ 322,276

### LIHTC Expense Comparables

Project	Affordable Property 1		Affordable Property 2		Affordable Property 3	
	2019		2019		2019	
Number of Units	46		143		183	
	Per Unit	Amount	Per Unit	Amount	Per Unit	Amount
Total Rental Income	\$ 13,373	\$ 615,150	\$ 18,774	\$ 2,684,664	\$ 17,204	\$ 3,148,418
Vacancy	\$ -	\$ -	\$ (573)	\$ (81,881)	\$ (451)	\$ (82,477)
Other Income	\$ 370	\$ 17,035	\$ 1,623	\$ 232,081	\$ 1,454	\$ 266,123
Total Revenues	13743.15217	\$ 632,185	19824.22378	\$ 2,834,864	\$ 18,208	\$ 3,332,064
Operating Expenses	Per Unit	Total	Per Unit	Total	Per Unit	Total
Administration	\$ 366	\$ 16,849	\$ 878	\$ 125,614	\$ 887	\$ 162,282
Maintenance and Repairs	\$ 1,166	\$ 53,653	\$ 1,798	\$ 257,152	\$ 2,187	\$ 400,139
Management Fee	\$ 550	\$ 25,287	\$ 791	\$ 113,141	\$ 914	\$ 167,221
Payroll	\$ 2,239	\$ 103,002	\$ 1,718	\$ 245,618	\$ 2,013	\$ 368,389
Utilities Total	\$ 1,921	\$ 88,380	\$ 1,615	\$ 230,891	\$ 2,188	\$ 400,388
Property & Liability Ins.	\$ 572	\$ 26,324	\$ 507	\$ 72,548	\$ 505	\$ 92,444
Real Estate and Other Taxes	\$ 1,841	\$ 84,681	\$ 1,845	\$ 263,834	\$ 1,718	\$ 314,330
Replacement Reserves	\$ 200	\$ 9,200	\$ 200	\$ 28,600	\$ 200	\$ 36,600
Total Operating Expenses	\$ 8,856	\$ 407,376	\$ 9,352	\$ 1,337,398	\$ 10,611	\$ 1,941,793



#### **Administration**

This expense typically includes auditing expenses, legal expenses, advertising, office supplies, etc. The affordable comparable expenses for this line item have ranged from \$366 to \$887 per unit per year. The Subject's previous three years administration expense ranged from \$859 to \$965 per unit per year. A conclusion of \$950 per unit is concluded.

#### **Maintenance and Repairs**

Maintenance and repairs expenses vary dramatically depending upon the age, location, and type of project developed. Maintenance and repairs expense of the affordable expense comparables ranged from \$1,166 to \$2,187 per unit. The Subject's previous three years maintenance and repairs expense ranged from \$1,164 to \$1,288 per unit per year, which is above the range of the expense comparables. A conclusion with weight placed on the Subject's three-year average of \$1,200 per unit is utilized.

#### **Management Fee**

Capable management is usually required to maintain strong occupancy levels. The industry average for management expenses ranged between 3.0 and 6.0 percent of effective gross income. The affordable comparables had management fees ranging from 4.0 to 5.0 percent. The Subject ranged from 3.9 to 4.0 percent over the previous three years; therefore, a management fee of 4.0 percent is utilized. A regulatory agreement requires the greater of four percent of gross rental collection or \$32 per unit per month

#### **Payroll**

Expenses for payroll include maintenance and repairs payroll as well as site management payroll and the taxes and benefits associated with the staff. Payroll expense for the affordable comparables ranged from \$2,536 to \$2,682 per unit. The Subject ranged from \$395 to \$665 per unit over the previous three years, which is below the range of affordable comparables. This amount includes the tenant services expense which is comprised of compensation to the Somersworth Housing Authority for the service coordinator as well as the housekeeping and transportation services. As such, the payroll is estimated at \$2,550 per unit.

#### **Utilities**

The landlord is responsible all utilities including gas heating and hot water, electricity including cooling, cooking, and lights as well as cold water, sewer, and trash expenses. The affordable comparable expenses ranged from \$1,615 to \$2,188 per unit. The Subject ranged from \$1,434 to \$1,477 over the previous three years, which is within the range of the comparables and it should be noted that tenant paid versus landlord paid utilities vary from complex to complex. A conclusion of \$1,450 per unit, which places weight on the Subject's three-year average, is utilized.



### **Property Insurance**

Insurance expense among the affordable expense ranged from \$505 to \$572 per unit. The Subject ranged from \$347 to \$354. A conclusion of \$350 per unit is utilized which is in line with the Subject's three-year average.

### **Property Taxes**

According to the town of Somersworth Assessor's Office, the Subject has been assigned the following Appraisal Parcel Number: 22-50C-0. Properties are assessed at 100 percent of market value. Market value is determined through a number of methods, including the income approach if information is available. Properties are reassessed every five years, 2019 was revaluation year in which all properties were increased to market value.

The current limited tax rate for the Subject's property's full cash appraised value is \$27.28 percent per \$1000 of assessed value. The Subject does not have any tax exemptions. The tax expense for the Subject in 2019 was \$84,142 or \$2,274 per unit. Taxes over the past three years ranged from \$1,419 to \$2,274 per unit with an average of \$1,709 per unit. Taxes will be based off the current tax bill.

### **Reserves & Replacements**

Over the life of a property, the owner would likely have to replace some short-lived capital improvement items. The subject's improvements feature a number of short-lived items such as concrete and asphalt paving, mechanical systems, paint, flooring, etc. These items will eventually require replacement during a typical investment-holding period. Property owners typically do not set aside funds each year for the ultimate replacement of such short-lived items. However, since these items generally have a lesser economic life than the structure itself and are not subject to recovery under a typical maintenance budget, a reserve account should be considered. Under this methodology, the property owner deposits funds annually so that they earn interest and will ultimately be available to pay for the replacement of the short-lived items. This is also referred to as a sinking fund technique. This type of analysis models cash outflows for replacements as a level annuity. We utilized reserves of \$200 per unit.



### Restricted Expenses

The following table illustrates the operating expense estimates for the as:

As Restricted Operating Expenses		
Operating Expenses	Per Unit	Total Annual
Administration	\$950	\$35,150
Maintenance and Repairs	\$1,200	\$44,400
Management Fee	\$692	\$25,590
Payroll	\$2,550	\$94,350
Utilities	\$1,450	\$53,650
Property & Liability Insurance	\$350	\$12,950
Real Estate and Other Taxes	\$2,274	\$84,142
Replacement Reserves	\$200	\$7,400
<b>Total Operating Expenses</b>	<b>\$9,666</b>	<b>\$357,632</b>

Weight has been placed upon historical operation in estimation of expenses in the restricted rents analysis. When estimating real estate taxes, we looked at the current tax bill and compared it to the historical taxes and concluded to the current tax bill amount. The overall operating expense conclusion is within the range of the historicals and the affordable property expense comparables.

### DIRECT CAPITALIZATION

To quantify the income potential of the Subject, a direct capitalization of a forecast cash flow is employed. In this analytical method, we estimate the present values of future cash flow expectations by applying the appropriate overall capitalization rate to the forecast net operating income. In order to estimate the appropriate capitalization rate, we relied upon several methods, discussed below.

### CAPITALIZATION RATE SELECTION

#### Market Transactions

The capitalization rate to be applied to net income is based on sales of comparable apartment projects in stabilized occupancy condition. The overall rates extracted from the comparable sales are based on the reported or estimated scheduled rental income at the time of sale, expenses reported for the comparable properties, and/or the appraiser's judgment of the appropriate expenses for the comparable properties. Extensive research was performed in gathering the most recent data. Due to lack of sales in Somersworth the search was expanded to southern New Hampshire. The improved sales are located in the cities of Nashua, Milford, Manchester, Hudson, and Dover. These improved sales profile sheets and map are presented below.



**Comparable #1**

Apartment Name Amherst Coach Apartments  
 Street 82-92 Amherst Street  
 City, State Nashua, NH 03064  
 County Hillsborough  
 APN 62-043-0  
 Site Size (acres) 1.12  
 Zoning NA  
 No. of Units 22  
 Rentable Area (SF) 11,226  
 Year Built 1920  
 Parking Surface  
 Quality Average  
 Condition Average  
 Buyer 159 Orange LLC  
 Seller JADS Properties LLC  
 Sale Date Oct-19  
 Marketing Time 84 days  
 Property Rights Fee Simple  
 Condition of Sale Market  
 Cash Equivalency Yes  
 Comp ID Number 5212

**Property Description:**

Bed/Bath	Area (SF)	Units	Monthly Rent	Vacant Units	Vacancy Rate
Studio/1.0	387	8	-	-	-
1/1.0	419	6	-	-	-
2/1.0	721	8	-	-	-
<b>Totals</b>		<b>22</b>		<b>-</b>	<b>-</b>

Income & Expense			Financial Indicators		
Sale Price	\$	1,550,000	Price per Unit	\$	70,455
Gross Scheduled Income	\$	167,040	Price per SF	\$	138.07
Miscellaneous Income	\$	-	EGIM		9.28
Total Gross Income	\$	167,040	OAR		6.69%
Vacancy Factor	\$	-	Expenses per Unit	\$	2,877
Effective Gross Income	\$	167,040	Expense Ratio		37.9%
Estimated Expenses	\$	(63,304)	NOI per Unit	\$	4,715
Net Operating Income	\$	103,736	NOI per SF	\$	9.24

**Notes:**

The sale information was confirmed buyer broker by Matt Lefebvre (603-505-4900). An adjustment of \$200 per unit of replacement was applied.

**Comparable #2**

Apartment Name Brookstone Manor Apartments  
 Street 135 Elm Street  
 City, State Milford, NH 03055  
 County Hillsborough  
 APN 19-025-9  
 Site Size (acres) 12.05  
 Zoning Multifamily  
 No. of Units 92  
 Rentable Area (SF) 89,337  
 Year Built 1985  
 Parking Surface  
 Quality Average  
 Condition Average  
 Buyer Brookstone Manor LLC  
 Seller Arbor Brookstone Manor LLC  
 Sale Date Sep-19  
 Marketing Time N/A  
 Property Rights Fee Simple  
 Condition of Sale Market  
 Cash Equivalency Yes  
 Comp ID Number 5202

**Property Description:**

Bed/Bath	Area (SF)	Units	Monthly Rent	Vacant Units	Vacancy Rate
1/1.0	700	6	\$1,305	0	0%
2/1.0	850	85	\$1,406	3	4%
3/1.0	1,100	1	\$1,141	0	0%
<b>Totals</b>		<b>92</b>		<b>3</b>	<b>3%</b>

Income & Expense			Financial Indicators	
Sale Price	\$	13,550,000	Price per Unit	\$ 147,283
Gross Scheduled Income	\$	1,541,772	Price per SF	\$ 151.67
Miscellaneous Income	\$	-	EGIM	8.79
Total Gross Income	\$	1,541,772	OAR	6.18%
Vacancy Factor	\$	-	Expenses per Unit	\$ 7,651
Effective Gross Income	\$	1,541,772	Expense Ratio	45.7%
Estimated Expenses	\$	(703,847)	NOI per Unit	\$ 9,108
Net Operating Income	\$	837,925	NOI per SF	\$ 9.38

**Notes:**

The sale information was confirmed with listing broker Simon Butler (617-912-6923). The sale was adjusted to include \$200 per unit of replacement reserves. The photo was taken from the properties website.

**Comparable #3**

Apartment Name 99 4th Apartments  
 Street 99 4th Street  
 City, State Manchester, NH 03102  
 County Hillsborough  
 APN 90-128-9  
 Site Size (acres) 0.40  
 Zoning Multifamily  
 No. of Units 12  
 Rentable Area (SF) 14,265  
 Year Built 2002  
 Parking Surface  
 Quality Average  
 Condition Average  
 Buyer Divine Design LLC  
 Seller Fourth Street Realty Inc  
 Sale Date Apr-19  
 Marketing Time N/A  
 Property Rights Fee Simple  
 Condition of Sale Market  
 Cash Equivalency Yes  
 Comp ID Number 5210

**Property Description:**

Bed/Bath	Area (SF)	Units	Monthly Rent	Vacant Units	Vacancy Rate
-	-	12	-	-	-
<b>Totals</b>		<b>12</b>		-	-

Income & Expense			Financial Indicators		
Sale Price	\$	1,200,000	Price per Unit	\$	100,000
Gross Scheduled Income	\$	-	Price per SF	\$	84.12
Miscellaneous Income	\$	-	EGIM		-
Total Gross Income	\$	-	OAR		7.30%
Vacancy Factor	\$	-	Expenses per Unit	\$	-
Effective Gross Income	\$	-	Expense Ratio		-
Estimated Expenses	\$	-	NOI per Unit	\$	7,300
Net Operating Income	\$	87,600	NOI per SF	\$	6.14

**Notes:**

The sale information was confirmed with TJ Potter (603-232-8282). An adjustment to include \$200 per unit of replacement reserves was applied.

**Comparable #4**

Apartment Name Red Oak at 875 Elm Apartments  
 Street 875 Elm Street  
 City, State Manchester, NH 03101  
 County Hillsborough  
 APN 30-110-1  
 Site Size (acres) 2.13  
 Zoning Multifamily  
 No. of Units 91  
 Rentable Area (SF) 140,000  
 Year Built 2016  
 Parking Surface  
 Quality Average  
 Condition Average  
 Buyer Red Oaks Apartment Homes  
 Seller 875 Elm St LLC  
 Sale Date Mar-19  
 Marketing Time 152 days  
 Property Rights Fee Simple  
 Condition of Sale Market  
 Cash Equivalency Yes  
 Comp ID Number 5208

**Property Description:**

Bed/Bath	Area (SF)	Units	Monthly Rent	Vacant Units	Vacancy Rate
1/1.0	800	43	-	-	-
2/2.0	1,175	48	-	-	-
<b>Totals</b>		<b>91</b>		<b>-</b>	<b>-</b>

**Income & Expense**

Sale Price	\$ 39,000,000
Gross Scheduled Income	\$ -
Miscellaneous Income	\$ -
Total Gross Income	\$ -
Vacancy Factor	\$ -
Effective Gross Income	\$ -
Estimated Expenses	\$ -
Net Operating Income	\$ 1,959,100

**Financial Indicators**

Price per Unit	\$ 428,571
Price per SF	\$ 278.57
EGIM	-
OAR	5.02%
Expenses per Unit	\$ -
Expense Ratio	-
NOI per Unit	\$ 21,529
NOI per SF	\$ 13.99

**Notes:**

Sale information was confirmed by CoStar and other sources deemed reliable. Expenses include \$200 per unit of replacement reserves. The photo was taken from Google.

**Comparable #5**

Apartment Name 3 Lions Apartments  
 Street 3 Lions Avenue  
 City, State Hudson, NH 03051  
 County Hillsborough  
 APN 18-218-5  
 Site Size (acres) 1.55  
 Zoning Multifamily  
 No. of Units 18  
 Rentable Area (SF) 14,364  
 Year Built 1969  
 Parking Surface  
 Quality Average  
 Condition Average  
 Buyer David Wheeler  
 Seller 3 Lions Avenue LLC  
 Sale Date Dec-19  
 Marketing Time 50 days  
 Property Rights Fee Simple  
 Condition of Sale Market  
 Cash Equivalency Yes  
 Comp ID Number 5204

**Property Description:**

Bed/Bath	Area (SF)	Units	Monthly Rent	Vacant Units	Vacancy Rate
1/1.0	-	18	-	-	-
<b>Totals</b>		<b>18</b>		<b>-</b>	<b>-</b>

Income & Expense			Financial Indicators		
Sale Price	\$	1,495,000	Price per Unit	\$	83,056
Gross Scheduled Income	\$	204,840	Price per SF	\$	104.08
Miscellaneous Income	\$	-	EGIM		8.10
Total Gross Income	\$	204,840	OAR		5.49%
Vacancy Factor	\$	(20,242)	Expenses per Unit	\$	5,694
Effective Gross Income	\$	184,598	Expense Ratio		55.5%
Estimated Expenses	\$	(102,493)	NOI per Unit	\$	4,561
Net Operating Income	\$	82,105	NOI per SF	\$	5.72

**Notes:**

The sale information was confirmed with listing broker Ralph Valentine (603-434-9700). Expenses were adjusted to include \$200 per unit of replacement reserves.

**Comparable #6**

Apartment Name 17-39 Portland Apartments  
 Street 17-39 Portland Avenue  
 City, State Dover, NH 03820  
 County Strafford  
 APN 23-004-0  
 Site Size (acres) 0.66  
 Zoning Multifamily  
 No. of Units 20  
 Rentable Area (SF) 18,204  
 Year Built 1890  
 Parking Surface  
 Quality Average  
 Condition Average  
 Buyer Nowa Exchange Properties  
 Seller Mairs  
 Sale Date Jul-18  
 Marketing Time N/A  
 Property Rights Fee Simple  
 Condition of Sale Market  
 Cash Equivalency Yes  
 Comp ID Number 5206

**Property Description:**

Bed/Bath	Area (SF)	Units	Monthly Rent	Vacant Units	Vacancy Rate
1/1.0	-	10	-	-	-
2/1.0	-	8	-	-	-
3/1.0	-	2	-	-	-
<b>Totals</b>		<b>20</b>		<b>-</b>	<b>-</b>

**Income & Expense**

Sale Price	\$ 2,200,000
Gross Scheduled Income	\$ -
Miscellaneous Income	\$ -
Total Gross Income	\$ -
Vacancy Factor	\$ -
Effective Gross Income	\$ -
Estimated Expenses	\$ -
Net Operating Income	\$ 160,823

**Financial Indicators**

Price per Unit	\$ 110,000
Price per SF	\$ 120.85
EGIM	-
OAR	7.31%
Expenses per Unit	\$ -
Expense Ratio	-
NOI per Unit	\$ 8,041
NOI per SF	\$ 8.83

**Notes:**

The sale information was confirmed with listing broker Ralph Valentine (603-434-9700). Expenses were adjusted to include \$200 per unit of replacement reserves.

**KVG**

Kinetic Valuation Group

The closed sales occurred between July 2018 to October 2019 and illustrate a range of overall rates from 5.00 to 7.31 percent, with an average of 6.26 percent. A conclusion of 6.50 percent is considered reasonable and market oriented.

### PWC Real Estate Investor Survey

The Price Waterhouse Coopers Real Estate Investor Survey tracks capitalization rates utilized by national investors in commercial and multifamily real estate. The following summarizes the information for the national multifamily housing market:

2nd Qtr PWC 2020	
Range:	3.50%-8.00%
Average:	5.19%
Non-Institutional Grade Investments	
Range:	4.00%-10.00%
Average:	7.00%

The PWC Real Estate Investor Survey defines “Institutional Grade Real Estate” as real property investments that are sought out by institutional buyers and have the capacity to meet generally prevalent institutional investment criteria<sup>2</sup> Typical “Institutional Grade” apartment properties are newly constructed, well amenitized, market rate properties in urban or suburban locations.

The following chart shows the slight downward trend in overall rates from the second quarter 2015 to the second quarter 2020.



Based on the PWC Survey, a capitalization rate of 7.00 percent is concluded.

<sup>2</sup>PWC Real Estate Investor Survey, 2nd Quarter 2020



### Band of Investment Analysis

As a check on the market derived capitalization rates, the band of investment analysis will be employed. Equity dividend rates (EDR) for each sale comparable were derived assuming an 70% LTV, 5.0% loan rate and a 30-year loan term. The same assumptions were used for the derivation of a capitalization rate for the Subject. An EDR of 6.0% will be used. The following table was created detailing the calculation:

Band of Investment			
Loan Constant	0.0644	x Loan Ratio	70% = 0.0451
Equity Dividend Rate	6.00%	x Equity Ratio	30% = 0.0180
Indicated Overall Rate of Return			<u>0.0631</u>
Converted to			6.31%

### Summary

The following chart identifies the overall rates from the three methods of estimating overall rates.

- Market Extraction – 6.50%
- PWC Market Survey – 7.00%
- Band of Investment – 6.31%

With consideration of the current market trends, greatest emphasis has been placed upon the sales. The Subject is operating at stabilized occupancy. Giving consideration to the overall market area, a market derived OAR of 6.50 percent will be used in the capitalization analyses. Summaries of the direct capitalization analyses are presented following.

**KVG**

Kinetic Valuation Group

	<b>As Restricted</b>		
<b>Apartment Rentals</b>	<b>No. Units</b>	<b>Rents</b>	<b>Revenue</b>
<b>Section 8</b>			
1BR/1BA	37	\$1,425	\$632,700
	<i>Number</i>	<i>Per unit</i>	<i>Amount</i>
<b>Total Potential Rental Income</b>	37		\$632,700
<b>Other Income</b>		\$725	\$26,825
<b>Total Potential Revenues</b>			\$659,525
<b>Vacancy</b>			-\$19,786
<b>Vacancy Percentage</b>			3.0%
<b>Effective Gross Income</b>			\$639,739
<b>Operating Expenses</b>			
Administration		\$950	\$35,150
Maintenance and Repairs		\$1,200	\$44,400
Management Fee	4.0%	\$692	\$25,590
Payroll		\$2,550	\$94,350
Utilities		\$1,450	\$53,650
Property & Liability Insurance		\$350	\$12,950
Real Estate and Other Taxes		\$2,274	\$84,142
Replacement Reserves		\$200	\$7,400
<b>Total Operating Expenses</b>		\$9,666	\$357,632
<b>Expenses as a ratio of EGI</b>			55.9%
<b>Net Operating Income</b>			\$282,108
<b>Capitalization Rate</b>			6.50%
Indicated Value			\$4,340,118
<b>Rounded</b>			<b>\$4,300,000</b>

**EGIM ANALYSIS**

We estimate the Subject's value using the Effective Gross Income Multiplier (EGIM) analysis. It compares the ratio of sales price to the annual gross income for the property less a deduction for vacancy and collection loss. A reconciled multiplier for the Subject property can then be used to convert the Subject's effective income into an estimate of value.

The closed improved sales occurred between July 2018 to October 2019. Three of the apartment sales illustrate EGIMs ranging from 8.10 to 9.28 with an average of 8.72. Typically, the higher the operating expense ratio, the lower the EGIM. The expense ratios for the comparable data range from 39.2 to 56.5 percent with an average of 47.3 percent. The expense ratio for the Subject is at 55.9 percent. Therefore, we have utilized an EGIM of 7.00, which computes as follows:

<b>Effective Gross Income Valuation</b>			
<b>Scenario</b>	<b>Effective Gross Income</b>	<b>EGIM</b>	<b>Indicated Value</b>
Market Value As-Is Restricted Rents As of July 2020	\$639,739	7.00	\$4,500,000



## RECONCILIATION

The appraisers have considered the traditional approaches in the estimation of the Subject's value, and weight has been placed upon the income approach.

The resulting value estimates are presented below:

Valuation Method	Value Indication
<b>Income Approach</b>	
Market Value As-Is Restricted Rents As of July 2020	\$4,300,000
<b>Sales Comparison Approach</b>	
Market Value As-Is Restricted Rents As of July 2020	\$4,500,000

## VALUE CONCLUSIONS

Our final value opinions are detailed below.

Market Value of the fee simple estate assuming restricted rents of Maple Street Senior Apartments as of July 20, 2020	\$4,300,000
---	-------------



### **Marketing/Exposure Time**

Marketing Time is defined as the period from the date of initial listing to the settlement date. The projected marketing time for the Subject property will vary greatly, depending upon the aggressiveness of the marketing agent, the method of marketing, the market that is targeted, interest rates and the availability of credit at the time the property is marketed, the supply and demand of similar properties for sale or having been recently purchased, and the perceived risks at the time it is marketed.

Discussions with area Realtors indicate that a marketing period of twelve months is reasonable for properties such as the Subject. This is supported by data obtained on several of the comparable sales and consistent with information obtained from the *PWC Real Estate Investor Survey*. This estimate assumes a strong advertising and marketing program during the marketing period.

The exposure/marketing time of the subject property is very difficult to judge in that the buy/sell decision involving investment properties is interrelated with the assumption that the property is priced reasonably and is adequately exposed to the proper market. Marketing Time differs from Exposure Time in that the estimate of Marketing Time is a projection into the future with the associated estimates as to future trends and factors that are likely to impact the market segment in which the subject is participating. In an attempt to forecast Marketing Time, consideration is given to the fact that the sales and opinions that have been elicited in the estimation of Exposure Time have been formulated during current economic conditions that are expected to be very similar in the foreseeable future.

Investment property brokers, investors, and sellers familiar with the market, report that the exposure time can range from 30 days to as long as twelve months. This assumes that financing is available and that there are no significant negative items affecting the property. Based upon information gathered during the course of this assignment it is our opinion that the appropriate estimate of the exposure time is equal to the marketing time for the subject and is estimated at six to twelve months.

**ADDENDUM A**

***Assumptions and Limiting Conditions, Certification***

#### **ASSUMPTIONS AND LIMITING CONDITIONS**

1. In the event that the client provided a legal description, building plans, title policy and/or survey, etc., the appraiser has relied extensively upon such data in the formulation of all analyses.
2. The legal description as supplied by the client is assumed to be correct and the author assumes no responsibility for legal matters, and renders no opinion of property title, which is assumed to be good and merchantable.
3. All encumbrances, including mortgages, liens, leases, and servitudes, were disregarded in this valuation unless specified in the report. It was recognized, however, that the typical purchaser would likely take advantage of the best available financing, and the effects of such financing on property value were considered.
4. All information contained in the report which others furnished was assumed to be true, correct, and reliable. A reasonable effort was made to verify such information, but the author assumes no responsibility for its accuracy.
5. The report was made assuming responsible ownership and capable management of the property.
6. The sketches, photographs, and other exhibits in this report are solely for the purpose of assisting the reader in visualizing the property. The author made no property survey, and assumes no liability in connection with such matters. It was also assumed there is no property encroachment or trespass unless noted in the report.
7. The author of this report assumes no responsibility for hidden or unapparent conditions of the property, subsoil or structures, or the correction of any defects now existing or that may develop in the future. Equipment components were assumed in good working condition unless otherwise stated in this report.
8. It is assumed that there are no hidden or unapparent conditions for the property, subsoil, or structures, which would render it more or less valuable. No responsibility is assumed for such conditions or for engineering, which may be required to discover such factors.
9. The investigation made it reasonable to assume, for report purposes, that no insulation or other product banned by the Consumer Product Safety Commission has been introduced into the Subject premises. Visual inspection by the appraiser did not indicate the presence of any hazardous waste. It is suggested the client obtain a professional environmental hazard survey to further define the condition of the Subject soil if they deem necessary.

10. Any distribution of total property value between land and improvements applies only under the existing or specified program of property utilization. Separate valuations for land and buildings must not be used in conjunction with any other study or appraisal and are invalid if so used.
11. A valuation estimate for a property is made as of a certain day. Due to the principles of change and anticipation the value estimate is only valid as of the date of valuation. The real estate market is non-static and change and market anticipation is analyzed as of a specific date in time and is only valid as of the specified date.
12. Possession of the report, or a copy thereof, does not carry with it the right of publication, nor may it be reproduced in whole or in part, in any manner, by any person, without the prior written consent of the author particularly as to value conclusions, the identity of the author or the firm with which he or she is connected. Neither all nor any part of the report, or copy thereof shall be disseminated to the general public by the use of advertising, public relations, news, sales, or other media for public communication without the prior written consent and approval of the appraiser. Nor shall the appraiser, firm, or professional organizations of which the appraiser is a member be identified without written consent of the appraiser.
13. Disclosure of the contents of this report is governed by the Bylaws and Regulations of the professional appraisal organization with which the appraiser is affiliated: specifically, the Appraisal Institute.
14. The author of this report is not required to give testimony or attendance in legal or other proceedings relative to this report or to the Subject property unless satisfactory additional arrangements are made prior to the need for such services.
15. The opinions contained in this report are those of the author and no responsibility is accepted by the author for the results of actions taken by others based on information contained herein.
16. Opinions of value contained herein are estimates. There is no guarantee, written or implied, that the Subject property will sell or lease for the indicated amounts.
17. All applicable zoning and use regulations and restrictions are assumed to have been complied with, unless nonconformity has been stated, defined, and considered in the appraisal report.
18. It is assumed that all required licenses, permits, covenants or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based.

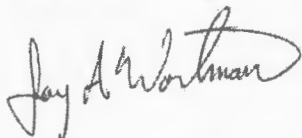
19. All general codes, ordinances, regulations or statutes affecting the property have been and will be enforced and the property is not Subject to flood plain or utility restrictions or moratoriums, except as reported to the appraiser and contained in this report.
20. The party for whom this report is prepared has reported to the appraiser there are no original existing condition or development plans that would Subject this property to the regulations of the Securities and Exchange Commission or similar agencies on the state or local level.
21. Unless stated otherwise, no percolation tests have been performed on this property. In making the appraisal, it has been assumed the property is capable of passing such tests so as to be developable to its highest and best use, as detailed in this report.
22. No in-depth inspection was made of existing plumbing (including well and septic), electrical, or heating systems. The appraiser does not warrant the condition or adequacy of such systems.
23. No in-depth inspection of existing insulation was made. It is specifically assumed no Urea Formaldehyde Foam Insulation (UFFI), or any other product banned or discouraged by the Consumer Product Safety Commission has been introduced into the appraised property. The appraiser reserves the right to review and/or modify this appraisal if said insulation exists on the Subject property.

Acceptance of and/or use of this report constitute acceptance of all assumptions and the above conditions.

## **CERTIFICATION**

The undersigned hereby certify that, to the best of our knowledge and belief:

- The statements of fact contained in this report are true and correct;
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are our personal, impartial, and unbiased professional analyses, opinions, conclusions, and recommendations;
- We have no present or prospective interest in the property that is the subject of this report, and we have no personal interest with respect to the parties involved;
- We have no bias with respect to any property that is the subject of this report or to the parties involved with this assignment;
- No other appraisal or consulting assignments have been completed on the Subject in the past three years;
- Our engagement in this assignment was not contingent upon developing or reporting predetermined results;
- Our compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal;
- Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics & Standards of Valuation Practice of the Appraisal Institute and USPAP;
- Charles Haase performed a physical inspection of the property and the Subject's neighborhood July 20, 2020. Sarah Hauxwell (License #3007682) provided assistance with portions of market research and preparation of portions of this report and is competent to perform such analyses. Jay Wortmann, MAI and Amanda Baker, MAI did not inspect the Subject, but performed a review of the report. Charles Haase also reviewed the report;
- We do not authorize the out of context quoting from or partial reprinting of this market analysis report. Further, neither all nor any part of this report shall be disseminated to the general public by the use of media for public communication without the prior written consent of Kinetic Valuation Group, Inc.;
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives;
- As of the date of this report, Jay Wortmann, MAI and Charles Haase have completed the requirements of the continuing education program of the Appraisal Institute.



Jay Wortmann, MAI  
Temporary NH Certified General Appraiser  
No.NHTP-1028 Expiration 12/18/2020  
jay@kvgteam.com  
(402) 202-0771



Charles Haase  
Temporary NH Certified General Appraiser  
No.NHTP-1030 Expiration 1/2/2021  
charlie@kvgteam.com  
(402) 750-1805

**ADDENDUM B**

***Subject Photographs and Information***

**SUBJECT PHOTOGRAPHS**



View of the Subject



View of the Subject



View of the Subject



View of the Subject



View of the Subject



View of the Subject

### SUBJECT PHOTOGRAPHS



View of the community room



View of the community kitchen



View of laundry room



Typical dining area/living room



Typical bedroom



Typical closet

### SUBJECT PHOTOGRAPHS



Typical kitchen



Typical bathroom



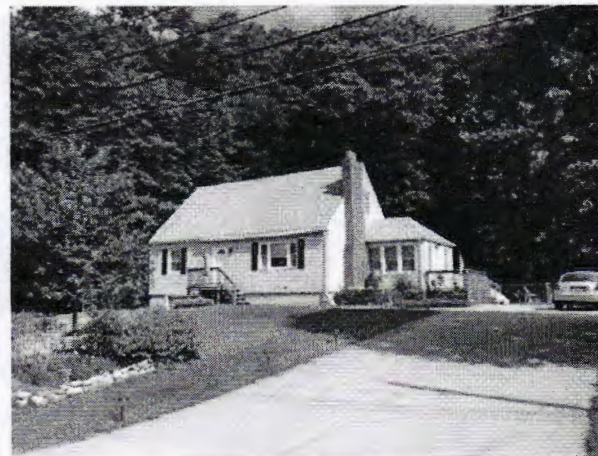
Nearby single family home



Nearby subsidized housing



Nearby fire station



Nearby single family home

**SUBJECT PHOTOGRAPHS**



Nearby single family home



Nearby single family home



Nearby single family home



Nearby single family home



Maple Street traversing north



Maple Street traversing south

**ADDENDUM C**

***Legal Description***

EXHIBIT A

A certain tract or parcel of land on the westerly side of Maple Street Extension in Somersworth, County of Strafford and State of New Hampshire and being depicted as Tax Map 22, Lot 50C on plan entitled, "Subdivision Plan, Jeffrey F. Francoeur, Jr., Maple Street and Park View Terrace, Somersworth, New Hampshire dated January 2, 2002 and duly approved by the Somersworth Planning Board on January 23, 2002 and recorded at the Strafford County Registry of Deeds as Plan 64-63, and being more particularly bounded and described as follows:

Beginning at a 5/8" rebar with ID cap at a point on the northeasterly corner of the herein described premises at land of Grantor and on the westerly side of Maple Street; thence turning and running S 32° 03' 14" E along said Maple Street a distance of 138.19 feet to a granite bound; thence turning and running along a curve to the right with a radius of 20.00' and an arc length of 31.08 feet onto the northerly side of Park View Terrace to a granite bound; thence turning and running S 56° 58' 46" W along the sideline of Park View Terrace a distance of 174.99 feet to a granite bound; thence turning and running S 67° 20' 16" W along Park View Terrace a distance of 10.38 feet to a 5/8" rebar; thence turning and running N 21° 19' 53" W roughly parallel to but not adjoining a paved parking lot of remaining land of Grantor a distance of 122.87 feet to a 5/8" rebar; thence turning and running N 49° 31' 19" W continuing roughly along but not adjacent to a paved parking lot of other land of Grantor and across a gas easement a distance of 160.31 feet to a 5/8" rebar; thence turning and running N 78° 27' 35" E along other land of Grantor a distance of 248.14 feet to the point of beginning. Meaning and intending to convey 44,925 square feet or 1.031 acres.

Such conveyance is **subject** to a 35' gas easement as shown on said plan along the northerly boundary of the within described premises as set forth in an Easement Deed recorded at Strafford County Registry of Deeds at Book 666, Page 321.

Such conveyance is **subject** to a re-located water and sewer main easement to the City of Somersworth within fifteen feet of the sideline of Maple Street and Park View Terrace.

Such conveyance is **together with** a right of way and access along all existing ways, driveways and parking lots to access by all means of vehicles and pedestrians and utilities for all purposes including construction and maintenance to the above described premises. Such access includes but is not limited to a second driveway to a parking lot for the above premises as shown in the Site plans on file and the City of Somersworth planning department and any and all drainage and utilities easements as reflected in the same plans but not to park vehicles.

No portion of the above described is homestead property.

**ADDENDUM D**

***Qualifications of Consultants***

**STATEMENT OF PROFESSIONAL QUALIFICATIONS  
JAY A. WORTMANN, MAI**

**Qualifications of Partners & Key Personnel**

**STATEMENT OF PROFESSIONAL QUALIFICATIONS  
JAY A. WORTMANN, MAI**

**ASSOCIATION MEMBERSHIPS**

Member of the Appraisal Institute with the MAI Designation, No. 519881

**STATE CERTIFICATIONS**

State of California Certified General Real Estate Appraiser (3001293)  
State of Hawaii Certified General Real Estate Appraiser (CGA 1146)  
State of Iowa Certified General Real Estate Appraiser (CG03319)  
State of Minnesota Certified General Real Estate Appraiser (40392083)  
State of Missouri Certified General Real Estate Appraiser (2013040219)  
State of Nebraska Certified General Real Estate Appraiser (CG2014002)  
State of New Mexico Certified General Real Estate Appraiser (03455-G)  
State of Oklahoma Certified General Real Estate Appraiser (13111CGA)  
State of Texas Certified General Real Estate Appraiser (TX 1380393 G)  
State of South Dakota Certified General Real Estate Appraiser (1527CG)  
State of Florida Certified General Real Estate Appraiser (RZ4153)

**EDUCATION**

University of Nebraska, **Bachelor of Science** in Business Administration with an emphasis in Finance and Management, 2004

All educational requirements successfully completed for the Appraisal Institute MAI designation.

Consortium Institute of Management and Business Analysis (CIMBA) Undergraduate Program, Spring Semester 2004, Paderno del Grappa, Italy

**EXPERIENCE**

06/2018 to Present Kinetic Valuation Group, President  
10/2015 to 06/2018 Lea & Company, President  
01/2007 to 10/2015 Lea & Company, Director Midwest Offices  
11/2006 to 5/2008 Assumption-Guadalupe Catholic School - South Omaha CORE Development Director  
06/2004 to 10/2006 Novogradac & Company LLP, Real Estate Analyst

**PROFESSIONAL TRAINING**

Appraisal Courses Completed:

- Basic Appraisal Procedures 10/2008
- Basic Appraisal Principles 12/2008
- Income Approach Part I 07/2010
- Income Approach Part II 08/2010
- General Appraiser Sales Comparison Approach 04/2011
- Market Analysis & Highest & Best Use 05/2011
- Real Estate Finance Statistics and Valuation Modeling 08/2011
- Advanced Income Capitalization 09/2011
- General Appraiser Site Valuation & Cost Approach 10/2011
- General Appraiser Report Writing and Case Studies 12/2011

Jay A. Wortmann, MAI-Statement of Professional Qualifications  
Page 2

- National USPAP 15-Hour Course 01/2012
- Nebraska National Appraiser Examination 04/2012
- Advanced Concepts & Case Studies 11/2013
- MAI Comprehensive Exam Module II, III, & IV 04/2014
- MAI Comprehensive Exam Module I 11/2014
- MAI General Demonstration Report-Capstone Program – 11/2014

### **REAL ESTATE ASSIGNMENTS**

A representative sample of various types of projects involved with includes:

- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties, on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, large family, and acquisition with rehabilitation.
- Prepare appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties, USDA Rural Development, and market rate multifamily developments. Analysis includes property screenings, valuation analysis, rent comparability studies, expense comparability analysis, determination of market rents, and general market analysis.
- Prepare appraisal work for retail and commercial properties in various parts of the country for various lenders. The client utilized the study for underwriting purposes.
- Conducted market studies for projects under the HUD Multifamily Accelerated Processing program.
- Prepare appraisals of proposed new construction properties under the HUD Multifamily Accelerated Processing program.
- Prepare Rent Comparability Studies for expiring Section 8 HAP contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Performed all aspects of data collection and data mining for web-based rent reasonableness systems for use by local housing authorities.

Work assignments completed in various states include:

Arizona	Kentucky	Oklahoma
Arkansas	Michigan	Pennsylvania
California	Minnesota	South Carolina
Colorado	Mississippi	Tennessee
Connecticut	Missouri	Texas
Florida	Montana	Utah
Hawaii	Nebraska	Washington
Idaho	New Jersey	Wisconsin
Iowa	New Mexico	Wyoming
Kansas	North Dakota	

**STATEMENT OF PROFESSIONAL QUALIFICATIONS  
AMANDA M. BAKER, MAI**

**I. Professional Affiliation**

Member of the Appraisal Institute with the MAI Designation, No. 511086

**II. State Certifications**

State of Arizona Certified General Real Estate Appraiser (32065)  
State of California Certified General Real Estate Appraiser (3002360)  
State of Colorado Certified General Real Estate Appraiser (CG.200000747)  
State of Kansas Certified General Real Property Appraiser (G-2960)  
State of Missouri Certified General Real Estate Appraiser (2014021680)  
State of Nebraska Certified General Real Property Appraiser (CG2016006R)  
State of Nevada Certified General Real Estate Appraiser (A.0207150-CG)  
State of Washington Certified General Real Estate Appraiser (1102380)

**III. Education**

University of Nebraska-Omaha, **Bachelor of Science** in Business Administration  
-Specialization in Real Estate and Land Use Economics  
-Specialization in Marketing  
-Secondary Specialization in Economics

**IV. Professional Experience**

-Vice President-Kinetic Valuation Group, June 2018-Present  
-Manager-Lea & Company, November 2011-June 2018  
-Senior Real Estate Analyst, Novogradac & Company LLP, April 2005–October 2011

**V. Professional Training**

-MAI General Demonstration Report-Capstone Program July 2016  
-2016-2017 National USPAP Update March 2016  
-MAI Comprehensive Exam August 2015  
-Advanced Market Analysis and Highest & Best Use May 2015  
-Advanced Income Capitalization October 2014  
-Quantitative Analysis June 2014  
-Advanced Concepts & Case Studies May 2014

**VI. Real Estate Assignments**

A representative sample of Due Diligence and Valuation Engagements includes:

- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties, on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, large family, and acquisition with rehabilitation.
- Prepare appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties, USDA Rural Development, and market rate multifamily developments. Analysis includes property screenings, valuation analysis, rent comparability studies, expense comparability analysis, determination of market rents, and general market analysis.

Amanda M. Baker, MAI-Statement of Professional Qualifications  
Page 2

- Prepare appraisal work for retail and commercial properties in various parts of the country for various lenders. The client utilized the study for underwriting purposes.
- Conducted market studies for projects under the HUD Multifamily Accelerated Processing program.
- Prepare appraisals of proposed new construction properties under the HUD Multifamily Accelerated Processing program.
- Prepare Rent Comparability Studies for expiring Section 8 HAP contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Performed all aspects of data collection and data mining for web-based rent reasonableness systems for use by local housing authorities.

**STATEMENT OF PROFESSIONAL QUALIFICATIONS  
CHARLES K. HAASE**

**STATE CERTIFICATIONS**

State of California Certified General Real Estate Appraiser (3004234)  
State of Ohio Certified General Real Estate Appraiser (2017003033)  
State of Utah Certified General Real Estate Appraiser (10536692-CG00)  
State of Oklahoma Certified General Real Estate Appraiser (13344CGA)

**EDUCATION**

University of Nebraska Omaha, **Bachelor of Arts** in International Studies  
- Specialization in Global Strategic Studies.

**EXPERIENCE**

06/2018 to Present - Kinetic Valuation Group, Certified General Real Estate Appraiser

10/2011 to 06/2018 - Lea & Company, Certified General Real Estate Appraiser

06/2009 to 10/2011 - Nebraska Title Company – Escrow Closer/Title Agent/Searcher

**PROFESSIONAL TRAINING**

Certified General Real Property Appraisal Courses Completed:

- |   |         |
|---|---------|
| • Basic Appraisal Procedures                                  | 05/2012 |
| • Basic Appraisal Principles                                  | 10/2012 |
| • Statistics, Modeling, and Finance                           | 05/2013 |
| • General Site Valuation and Cost Approach                    | 07/2013 |
| • General Sales Comparison Approach                           | 08/2013 |
| • General Appraiser Income Approach Part I                    | 04/2014 |
| • General Appraiser Market Analysis<br>and Highest & Best Use | 08/2014 |
| • General Appraiser Report Writing and Case Studies           | 10/2014 |
| • National USPAP 15-Hour Course                               | 11/2014 |
| • Business Practice and Ethics                                | 08/2015 |
| • General Appraiser Income Approach Part II                   | 09/2015 |
| • Advanced Income Capitalization                              | 10/2015 |
| • Advanced Concepts & Case Studies                            | 07/2019 |
| • Advanced Market Analysis and Highest & Best Use             | 11/2019 |

### **REAL ESTATE ASSIGNMENTS**

A representative sample of various types of projects involved with includes:

- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties, on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, large family, and acquisition with rehabilitation.
- Prepare appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties, USDA Rural Development, and market rate multifamily developments. Analysis includes property screenings, valuation analysis, rent comparability studies, expense comparability analysis, determination of market rents, and general market analysis.
- Prepare Rent Comparability Studies for expiring Section 8 HAP contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Performed all aspects of data collection and data mining for web-based rent reasonableness systems for use by local housing authorities.

Work assignments completed in various states include:

Arizona	Nebraska
Arkansas	New Mexico
California	New York
Colorado	North Dakota
Florida	Ohio
Hawaii	Oklahoma
Iowa	Oregon
Kansas	Pennsylvania
Michigan	Texas
Missouri	Utah
Minnesota	West Virginia
Montana	Washington
Nevada	Wisconsin
	Wyoming

## STATEMENT OF PROFESSIONAL QUALIFICATIONS

Sarah L Hauxwell

### STATE CERTIFICATIONS

State of California Certified General Real Estate Appraiser Trainee (3007682)

### EDUCATION

University of Nebraska- Omaha, Bachelor of Science in Business Administration & minor in Real Estate & Land Use, 2016

### EXPERIENCE

7/2020 to Present: Kinetic Valuation Group, Senior Real Estate Analyst/Trainee  
6/2018 to 6/2020 Kinetic Valuation Group, Real Estate Analyst  
11/2016 to 06/2018: Lea & Company, Real Estate Analyst

### PROFESSIONAL TRAINING

Certified General Real Property Appraisal Courses Completed:

- |  |         |
|--|---------|
| • Basic Appraisal Procedures                                 | 10/2017 |
| • Basic Appraisal Principles                                 | 8/2017  |
| • National USPAP 15-Hour Course                              | 12/2017 |
| • General Appraiser Sales Comparison Approach                | 9/2019  |
| • General Appraiser Site Valuation & Cost Approach           | 12/2019 |
| • General Appraiser Report Writing and Case Studies          | 1/2020  |
| • General Appraiser Market Analysis and Highest and Best Use | 5/2020  |

### REAL ESTATE ASSIGNMENTS

A representative sample of types of projects involved with includes:

- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties, on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, large family, and acquisition with rehabilitation.
- Prepare appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties, USDA Rural Development, and market rate multifamily developments. Analysis includes property screenings, valuation analysis, rent comparability studies, expense comparability analysis, determination of market rents, and general market analysis.
- Prepare Rent Comparability Studies for expiring Section 8 HAP contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Performed all aspects of data collection and data mining for web-based rent reasonableness systems for use by local housing authorities.

Work assignments completed in the following states:

Arizona	Hawaii	Minnesota	Oklahoma	Wyoming
Arkansas	Iowa	Montana	Pennsylvania	Washington
California	Kansas	Nebraska	South Dakota	
Colorado	Kentucky	New Mexico	Texas	
Florida	Lousiana	New York	Utah	
Georgia	Missouri	Ohio	West Virigina	

# **Certificate of Membership**

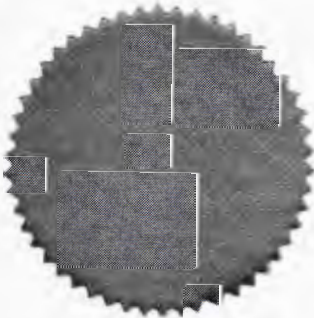
**Kinetic Valuation Group**  
Is a Member Firm in Good Standing of



Formerly known as  
NCAHMA

National Council of Housing Market Analysts  
1400 16<sup>th</sup> St. NW  
Suite 420  
Washington, DC 20036  
202-939-1750

**Membership Term**  
5/1/2020 to 4/30/2021



A handwritten signature in black ink, appearing to read "Th. Amdur".

**Thomas Amdur**  
President, NCHMA